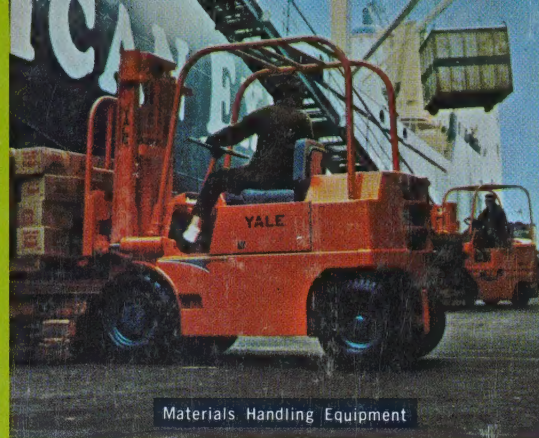


AR51

Truck and Trailer Axles and Brakes - Truck Transmissions



Materials Handling Equipment



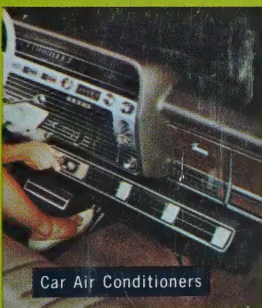
Passenger Car Parts and Products



Power Transmission Systems



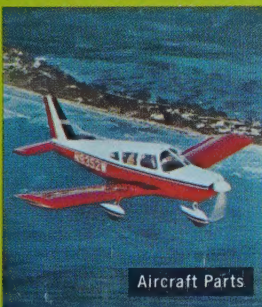
Prostatic Transmissions



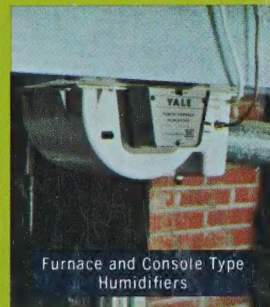
Car Air Conditioners



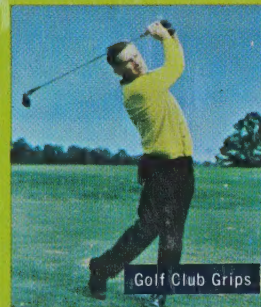
Forgings



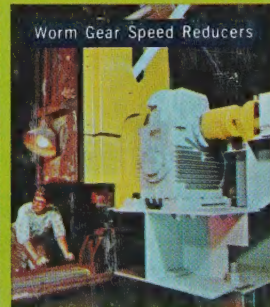
Aircraft Parts



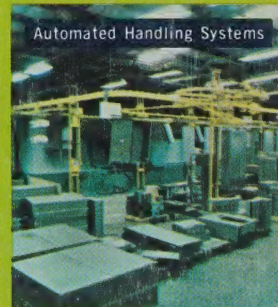
Furnace and Console Type Humidifiers



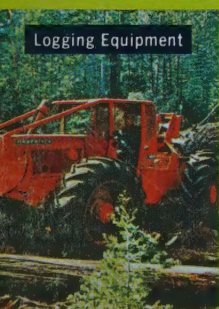
Golf Club Grips



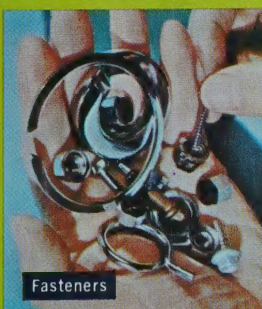
Worm Gear Speed Reducers



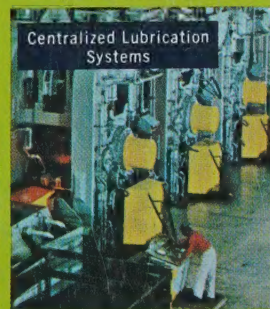
Automated Handling Systems



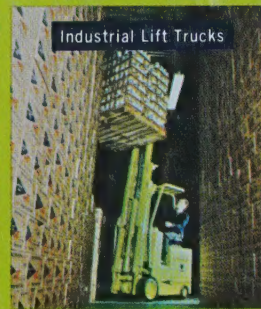
Logging Equipment



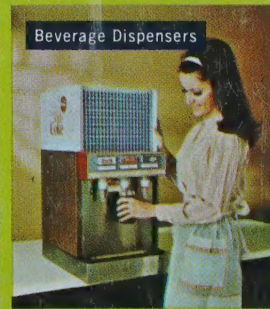
Fasteners



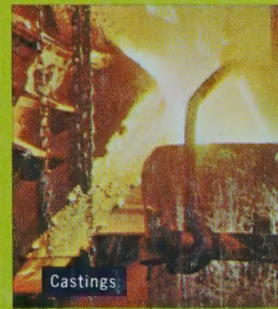
Centralized Lubrication Systems



Industrial Lift Trucks



Beverage Dispensers



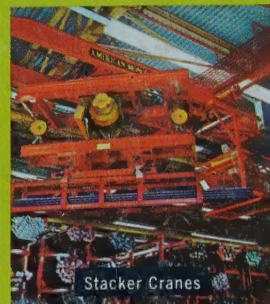
Castings



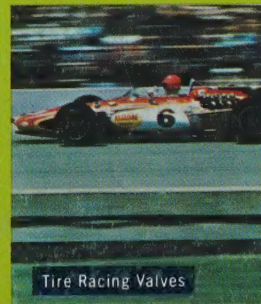
Hydraulic Control Components



Water Coolers



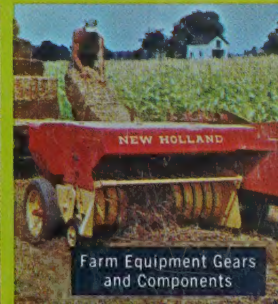
Stacker Cranes



Tire Racing Valves



Hoisting Equipment



Farm Equipment Gears and Components

EATON  
YALE &  
TOWNE  
INC.

# PRODUCT DIRECTORY

A complete directory of the widely diversified Divisions, Subsidiaries, Associate Companies and other multinational operations of Eaton Yale & Towne, plus a comprehensive alphabetical listing of the company's highly engineered products and services.



HOW TO USE THIS PRODUCT DIRECTORY—It is divided into two main sections: (1) a numbered listing of all Divisions and Subsidiaries of Eaton Yale & Towne Inc., divided into groupings with addresses, phone numbers, principal products and sales offices; (2) an alphabetical list of the Eaton

Yale & Towne Inc. family of products and services. Opposite each Product or Service is a number which corresponds to the Division or Subsidiary where the product or service can be obtained. In addition, on the back page is a listing of well known Trademarks that are being used by Eaton Yale & Towne.



## DIVISIONS AND SUBSIDIARIES

Here is a complete listing and location of all Eaton Yale & Towne Divisions and Subsidiaries — by organizational groupings — together with their principal products and sales offices. The number which precedes each Division or Subsidiary listing is for your convenience when using the complete index of "EATON YALE & TOWNE INC. — PRODUCTS AND SERVICES" . . . beginning on page 10.

### TRUCK AND OFF-HIGHWAY COMPONENTS GROUP

GENERAL OFFICES: 100 Erieview Plaza, Cleveland, Ohio 44114 • 216 523-5000

#### 1 EATON AXLE DIVISION

739 East 140th Street, Cleveland, Ohio 44110 • 216 523-5000

**PRINCIPAL PRODUCTS:** Single and Tandem Drive Truck Axles of Single Reduction, Double Reduction and 2-Speed Types • 3-Speed Tandems • 3-Axle TRANDEM Drive of Single Reduction and Double Reduction Types • Truck Axle Components • Electric and Air Shift Controls for 2-Speed and 3-Speed Axles.

**DETROIT SALES ANSWERING SERVICE:** 313 353-2235

**PLANTS:** In Cleveland, Ohio and Henderson, Kentucky

#### 2 EATON GEAR DIVISION

1500 South 8th Street, Richmond, Indiana 47374  
• 317 962-2571

**PRINCIPAL PRODUCTS:** Bevel Gears—Spiral, Hypoid, Zerol, Straight and Angular • Straight Spur Gears • Helical Gears • Flywheel Ring Gears • Gear Assemblies • Spline Shafts.

#### 3 EATON MARION DIVISION

1550 Marion Agosta Road, Marion, Ohio 43302 • 614 383-2111

**PRINCIPAL PRODUCTS:** A Wide Variety of Steel Forgings Produced by Mechanical Presses from 700 Tons to 6000 Tons and Upsetters from 3" to 7½", including: Differential Forgings, Ring Gear and Pinion Forgings • Automotive Truck Inductalloy Axle Shafts, Brake Camshafts • Heavy Stampings, press capacity 50 to 1500 tons • Self-Contained Air Brake Assemblies for Rear Axles, sizes 16" and 16½" diameter, 4½", 5½", 6", 7" and 8" widths. Front Axle Air Brakes 16.00 x 2¼". Service parts for all sizes listed.

#### 4 FULLER TRANSMISSION DIVISION

222 Mosel Avenue, Kalamazoo, Michigan 49001 • 616 343-2531

**PRINCIPAL PRODUCTS:** 5-Speed Unit-Mounted Transmissions • 8- and 10-Speed Unit-Mounted, Semi-Automatic ROADRANGER Transmissions • 5-Speed Twin Countershaft Unit-Mounted and 6- to 15-Speed Twin Countershaft ROADRANGER Transmissions • 2-, 3- and 4-Speed Auxiliary Transmissions • Remote Controls.

**WESTERN DISTRICT OFFICE:** 476 Hester Street, San Leandro, California 94577 • 415 352-2851 (Sales, Service and Engineering)

**SOUTHWEST DISTRICT OFFICE:** 7610 E. 46th Street South, Tulsa, Oklahoma 74145 • 918 622-0880 (Sales, Service and Engineering)

**EASTERN DISTRICT OFFICE:** 1740 Lynnwood Road, Allentown, Pennsylvania 18103 • 215 797-7583 (Sales, Service and Engineering)

**SOUTHEAST DISTRICT OFFICE:** 3501 Asbury Avenue, Charlotte, North Carolina 28206 • 704 372-5840 (Sales, Service and Engineering)

**PLANTS:** In Kalamazoo, Michigan, and Shelbyville, Tennessee

#### 5 SHULER AXLE DIVISION

2901 South 2nd Street, Louisville, Kentucky 40208 • 502 634-9441

**PRINCIPAL PRODUCTS:** Lightweight Fabricated Tubular Commercial Trailer Axles • Front Steering Tubular Truck Axles • Heavy-Duty "Lightweight" Mechanical Brakes for Air or Vacuum Applications. All in a Complete Range of Sizes for Heavy-Duty Requirements.

**EASTERN SALES OFFICE:** Box 41, Morwood, Pa. 18937 • 215 723-9562

**SOUTHEASTERN SALES OFFICE:** 2901 South 2nd Street, Louisville, Kentucky 40208 • 502 634-9441

**MIDWESTERN SALES OFFICE:** 1708 Woodview Drive, Prospect Heights, Illinois 60070 • 312 296-4273

**SOUTHWESTERN SALES OFFICE:** 504 Dublin Drive, Richardson, Texas 75080 • 214 235-1808

**WEST COAST SALES OFFICE:** 2006 Raven Road, Pleasanton, California 94566 • 415 846-6833

**SERVICE PARTS DISTRIBUTION:** In Principal Cities in the U.S. and Canada

#### 6 UNIT DROP FORGE DIVISION

1903 South 62nd Street, P.O. Box 2690, Milwaukee, Wisconsin 53214  
• 414 545-3000

**PRINCIPAL PRODUCTS:** All Types of Closed Die Forgings from 5 to 200 Pounds and Open Hammer Forgings from 10 to 300 Pounds, including: Camshafts, Crankshafts, Gear Blanks, Engine, Tractor and Truck Parts.

**WEST COAST SALES OFFICE:** 476 Hester Street, San Leandro, California 94577 • 415 352-2851

#### INTERNATIONAL OPERATIONS

#### 7 EATON AUTOMOTIVE CANADA LIMITED (Subsidiary)

P. O. Box 5057 Terminal A, 450 Highbury Avenue, London, Ontario, Canada • 519 451-7500

**PRINCIPAL PRODUCTS:** Automotive Heating-Ventilating Systems • Thread Cutting Screws • HY-CROME Railroad Track Lock-washers • Screw and Washer Assemblies • Single and 2-Speed Truck Axles • Tandem Axles • Electric Shift Controls for 2-Speed Axles • Compression Molded Plastic Parts • Steering Column Assemblies • Rail Anchors • FULLER Transmissions.

#### 8 EATON AXLES FRANCE, S.A. (Subsidiary)

Route Nationale No. 1028, Nogent Le Phaye B.B. 232, Chartres (28), France • Telephone: 22.68.38 • Telex: 75 040

**PRINCIPAL PRODUCTS:** Single and Tandem Drive Truck Axles of Single Reduction, Planetary Double Reduction and 2-Speed Types • Truck Tandem Suspension Units • Truck Axle Components • Electric and Air Shift Controls for 2-Speed Axles • Axle Shafts. Assembly and Service.

Sales and Service for FULLER Transmissions

#### 9 EATON AXLES LIMITED (Subsidiary)

Victoria Road, Great Sankey, Warrington, England • Telephone: Penketh 2441 • Cable: Eatonize Warrington • Telex: 62563

**PRINCIPAL PRODUCTS:** Single and Tandem Drive Truck Axles of Single Reduction, Planetary Double Reduction and 2-Speed Types • Truck Tandem Suspension Units • Truck Axle Components • Electric and Air Shift Controls for 2-Speed Axles • Axle Shafts.

#### 10 EATON EJES, I.C.S.A. (Subsidiary)

Ruta 8, Km. 36.5, José C. Paz, Provincia de Buenos Aires, Argentina • Telephone: 657-0363/0502/0676/1787

**PRINCIPAL PRODUCTS:** Single Reduction and 2-Speed Rear Truck Axles • Pick-up and Passenger Car Rear Axles • TRAC-AIDE Limited Slip Differentials • I-Beam Type Front Steering Pick-up and Truck Axles • Truck Axle Components.

**SALES OFFICE:** Viamonte 1133-3 piso, Buenos Aires, Argentina • Telephone: 45-8453, 45-2200, 45-9194 • Cable: Eatonba • Telex: Eatonar 012 1150

#### 11 EATON-FULLER AUSTRALIA PTY. LIMITED (Subsidiary)

217 North Rocks Road, North Rocks, N.S.W. 2151, Australia • Telephone: 630-5377/5556/5734 • Telex: Eatonize AA21184 • Cable: "TWOSPEED" Sydney

**SALES AND SERVICE** for Eaton Axle Division; Fuller Transmission Division; Eaton Axles Limited; Eaton Yale & Towne (U.K.) Limited, Transmission Division; Shuler Axle Division



## 12 EATON FUNDICIONES I.C.S.A.

(Subsidiary of Eaton Ejes, I.C.S.A.)

Ruta 8, Km. 36.5, José C. Paz, Provincia de Buenos Aires, Argentina • Telephone: 657-0363/0502/0676/1787

**PRINCIPAL PRODUCTS:** Gray, Malleable and Ductile Iron Castings.

## 13 EATON IBERICA, S.A. (Subsidiary)

Avda San Jorge, 65-67, Pamplona, Spain •

Telephone: 222227, 225989, 225990 • Telex: 36732

**PRINCIPAL PRODUCTS:** Axle Housings • Single Speed and 2-Speed Truck Axles • Truck Transmissions • Electric Shift Controls for 2-Speed Axles • Truck Axle Components • Spiral Bevel, Zerol and Hypoid Gear Sets • Revacycle Differential Gears.

## 14 EATON YALE & TOWNE G.m.b.H., FULLER TRANSMISSION DIVISION

5620 Velbert/Rhineland, Heidestrasse 71, West Germany

• Telephone: (02124) 3111 • Cable: Yale, Velbert

• Telex: 08-516841

**PRINCIPAL PRODUCTS:** 5- and 6-Speed Synchromesh and Constant Mesh Transmissions • 5-Speed Twin Countershaft Unit-Mounted and 6- to 15-Speed Twin Countershaft ROADRANGER Transmissions • 2-, 3- and 4-Speed Auxiliary Transmissions • Remote Controls • PTO Units.

## 15 EATON YALE & TOWNE LTDA., FULLER DIVISION

Rua Conselheiro Crispiniano, 72-2° Andar (Mailing Address: Caixa Postal 30.175), Sao Paulo, Estado S.P., Brazil • Telephone: 35-8181 • Cable: Fulbras • Telex: Fuller 208 SPO

**PRINCIPAL PRODUCTS:** Medium Duty Multi-Speed Transmissions • Power Take-Offs • Automotive Gearing • TRAC-AIDE Automobile Limited Slip Differentials • SHULER Trailer Axles.

**PLANT:** Sao Andreas, Brazil

### EATON YALE & TOWNE (U.K.) LIMITED

**OFFICES:** 207-211 The Vale, Acton, London W. 3, England • Telephone: 01-743 1200 • Cable: Eatonyale, London W. 3 • Telex: 851-27798

## 16 EATON YALE & TOWNE (U.K.) LIMITED, AXLE DIVISION

Durham Way, Aycliffe, Darlington, England • Telephone:

Aycliffe 2551 • Cable: Envid Aycliffe • Telex: 58525

**PRINCIPAL PRODUCTS:** Spur and Helical Gears • Bevel Gears • 2-Speed and Tandem Truck Axles • Transmissions for Road Paving Equipment • Complete Front and Rear Axles for Light Trucks • Control Boxes for Fighting Vehicle Units • Automatic Transmission Units for Fork Lift Trucks, Both Single and 2-Speed • Construction Equipment Differential Units.

## 17 EATON YALE & TOWNE (U.K.) LIMITED, ST. ALBANS DIVISION

Lark Works, St. Albans, Hertfordshire, England • Telephone:

St. Albans 52264-5-6 • Cable: Larktools, St. Albans

**PRINCIPAL PRODUCTS:** Pneumatic, Electric and Vacuum Aided Tube and Surface Descaling Equipment • Pneumatic Powered Hand Tools—10,000/100,000 RPM • Lathe Turning Tools • Machine Tool Spindle Nose Cams and Studs.

## 18 EATON YALE & TOWNE (U.K.) LIMITED, TRANSMISSION DIVISION

P.O. Box 11, Worsley Road North, Worsley, Manchester, England • Telephone: Farnworth 72111 • Cable: Economatic Walkden • Telex: 63214

**PRINCIPAL PRODUCTS:** Transmissions for Trucks and Passenger Vehicles • 5- and 6-Speed Gearboxes, Constant and Synchromesh, Horizontal or Vertical Application • Remote Controls • Clutch Housings • Full Torque P.T.O. Units • Single and Double Reduction Axles for Industrial Trucks and Other Vehicles up to 5000 lbs. ft. Axle Torque • Gear Assemblies for Farm Machinery • Bevel, Spiral Bevel and Hypoid Gears • Helical and Spur Gears • 6- to 15-Speed FULLER Twin Countershaft ROADRANGER Transmissions.

## MATERIALS HANDLING GROUP

**GENERAL OFFICES:** 100 Erieview Plaza, Cleveland, Ohio 44114 • 216 523-5000

### INDUSTRIAL TRUCKS

## 19 INDUSTRIAL TRUCK DIVISION

Fox Croft Square Pavilion, Suite 800, Jenkintown, Pennsylvania 10046 • 215 673-1200

### PLANT LOCATIONS:

**Chicago**—101 W. 87th St., Chicago, Illinois 60620 • 312 723-7000

**Philadelphia**—11000 Roosevelt Blvd., Philadelphia, Pa. 19115 • 215 OR 3-1200

**Salem**—1242 Colorado St., Salem, Va. 24153 • 703 389-5454

**PRINCIPAL PRODUCTS:** YALE and AUTOMATIC Electric, Gasoline, LP-Gas and Diesel Industrial Trucks from 1000 to 200,000 Pounds Capacity • Fork, Ram, Platform, Coil and Die Handlers • Narrow-Aisle Straddle and Reach Trucks • Motorized Hand Pallet Platform and Stacker Trucks • Hand Lift Trucks • Attachments • Industrial Batteries and Chargers • Container Handling Equipment • Air Platforms.

### FACTORY SALES/SERVICE BRANCHES:

**Baltimore**—7112 Commercial Ave., Baltimore, Md. 21206 • 301 488-0100

**Cleveland**—7100 Krick Rd., Bedford, Ohio 44014 • 216 232-7200

**Chicago**—9335 W. Belmont Ave., Franklin Park, Ill. 60131 • 312 678-7810

**Detroit**—4466 Woodward Ave., Detroit, Mich. 48201 • 313 833-6200

13211 Merriman Road, Livonia, Mich. 48140 • 313 KE 3-6600

**Pittsburgh**—1050 Rico Rd., Monroeville, Pa. 15146 • 412 242-2800

**New York**—140 Cantiague Rock Rd., Hicksville, N. Y. 11801 • 516 433-5200  
39-50 63rd St., Woodside, N. Y. 11377 • 212 TW 9-5858

**Philadelphia**—2465 Maryland Rd., Willow Grove, Pa. 19090 • 215 657-0600

**Portland**—4863 N. Lagoon Ave., Portland, Ore. 97211 • 503 285-9856

**San Francisco**—2303 Merced St., San Leandro, Calif. 94577 • 415 357-4300

**Seattle**—3433 Fourth Ave. So., Seattle, Wash. 98134 • 206 MU 2-1055

**St. Louis**—8854 Frost Road, Berkeley, Mo. 63134 • 314 524-6610

**SALES AND SERVICE FRANCHISED DEALERS:** In Principal Industrial Centers Throughout the United States, Canada, and the World

### SYSTEMS AND COMPONENTS

## 20 AMERICAN MONORAIL DIVISION

1111 East 200th Street, Cleveland, Ohio 44117 • 216 486-5000

**PRINCIPAL PRODUCTS:** AMERICAN MONORAIL Cranes—Hand Propelled, Underslung, Motor Driven and Transfer Type • Automatic Warehouse Systems and Order Pickers • Jib Cranes, Stackers, Automatic Dispatch Systems and MONOTRACTOR Driven Systems • Laundry Handling Systems—Institutional, Industrial and Commercial • MONORAIL Systems • Textile Cleaning and Handling Equipment.

### DISTRICT AND REGIONAL SALES OFFICES:

\***Atlanta**—1571 North East Freeway N.E., Atlanta, Georgia 30329 • 404 634-4219

**Seattle**—13247 Northrup Way, Bellevue, Washington 98004 • 206 747-2591

**Cleveland**—20800 Center Ridge Road, Rocky River, Ohio 44116 • 216 486-5000

**Charlotte**—121 Greenwich Road, Charlotte, North Carolina 28211 • 704 366-0942

**Chicago**—Oakbrook Executive Plaza, 1211 West 22 Street, Oakbrook, Ill. 60521 • 312 654-3662

**Detroit**—24275 Northwestern Highway, Southfield, Mich. 48075 • 313 444-8000 (Detroit) • 313 353-8800 (Southfield)

\***Philadelphia**—400 Shadeland Avenue, Drexel Hill, Pennsylvania 19026 • 215 623-0603

\***Greenville**—Highway 276 and Standing Springs Road, Simpsonville, South Carolina 29681 • 803 963-7811

\***Los Angeles**—10805 South Painter Avenue, Santa Fe Springs, California 90670 • 213 723-4804

**Dallas**—P.O. Box 5609, Dallas, Texas 75222 • 214 638-6860

**Jacksonville**—1201 San Marco Blvd., Jacksonville, Florida 32207 • 904 398-9995

\*Regional Sales offices

**SALES AND SERVICE REPRESENTATION:** Throughout the United States  
**PLANTS:** In Cleveland, Ohio, Greenville, South Carolina and Elmira, N. Y.

## 21 AUTOMATED HANDLING SYSTEMS DIVISION

360 Highland Road, Macedonia, Ohio 44056 • 216 523-5000

**PRINCIPAL PRODUCTS:** Complete Handling System Design • Powered Overhead Conveyors • Power and Free Overhead Conveyors • Free Overhead Conveyors • Carriers with Signal Devices • Trolleys • Switches • Turntables • Lowerators • Transfer Devices • Floor-supported Systems • Stackers.

### REGIONAL SALES OFFICES:

**Charlotte**—P. O. Box 17313, Charlotte, N. C. 28211 • 704 366-8033

**Chicago**—Oakbrook Executive Plaza, 1211 West 22 Street, Oakbrook, Ill. 60521 • 312 654-3662

**Cleveland**—360 Highland Road, Macedonia, Ohio 44056 • 216 523-5000

**Washington, D. C.**—12331 Wilkins Avenue, Rockville, Maryland 20852 • 301 946-1415

**Salt Lake City**—811 South 5th West, Bountiful, Utah 80100 • 811 292-1443



## 22 YALE HOISTING EQUIPMENT DIVISION

Forrest City, Arkansas 72335 • 501 633-2250

**PRINCIPAL PRODUCTS:** YALE Hand, Air and Electric Hoists • PUL-LIFT Hoists • Hand Powered Trolleys • Hydraulic Stackers. **DISTRICT AND REGIONAL SALES OFFICES FOR HOISTING EQUIPMENT:**

Atlanta—Room 1021, 315 W. Ponce de Leon Ave., Decatur, Ga. 30030 • 404 373-8848

Cleveland—22700 Shore Center Drive, Euclid, Ohio 44123 • 216 261-4340

Charlotte—611 Templeton St., Charlotte, N. C. 28203 • 704 372-3994

Cincinnati—11797 Woodwind Drive, Loveland, Ohio 45140 • 513 791-8209

Dallas—721 Blanton Tower, 3300 West Mockingbird, Dallas, Texas 75239 • 214 357-3650

\*Detroit—24275 Northwestern Highway, Southfield, Mich. 48075 •

313 444-8000 (Detroit) •

313 353-8800 (Southfield)

Chicago—9335 W. Belmont Ave., Franklin Park, Ill. 60131 • 312 678-7242

\*Houston—4101 San Jacinto, Houston, Texas 77004 • 713 523-7483

New York—9 Spielman Road, Fairfield, N. J. 07006 • 201 227-4111

New Orleans—3525 N. Labarre Rd., Metairie, La. 70002 • 504 833-0002

Los Angeles—3848 E. Colorado Blvd., Pasadena, Calif. 91107 • 213 681-3388

\*Philadelphia—520 Pennsylvania Ave., Fort Washington, Pa. 19034 •

215 646-5753

Pittsburgh—1050 Rico Road, Monroeville, Pa. 15146 • 412 242-2800

Portland—1511 S.E. 122nd Ave., Portland, Ore. 97233 • 503 252-3287

St. Louis—50 Orange Hills Dr., Chesterfield, Mo. 63017 • 314 469-3140

\*San Francisco—2303 Merced St., San Leandro, Calif. 94577 • 415 357-4300

Boston—RFD, South Lyndeboro, N. H. 03082 • 603 654-9432

(Wilton, N. H. Exchange)

\*Regional Sales Offices

**SALES AND SERVICE REPRESENTATION:** Throughout the United States

### INTERNATIONAL OPERATIONS—INDUSTRIAL TRUCKS, SYSTEMS AND COMPONENTS

## 23 CANADIAN MATERIALS HANDLING DIVISION

P.O. Box 667, St. Catharines, Ontario, Canada • 416 684-8331

**PRINCIPAL PRODUCTS:** YALE and AUTOMATIC Materials Handling Equipment • YALE Hoisting Equipment • Batteries and Battery Chargers.

## 24 CANADIAN MONORAIL COMPANY, LIMITED (Subsidiary)

P.O. Box 667, St. Catharines, Ontario, Canada • 416 684-8331

**PRINCIPAL PRODUCTS:** CANADIAN MONORAIL Cranes—Hand Propelled, Underslung, Motor Driven and Transfer Type • Automatic Warehouse Systems and Order Pickers • Jib Cranes, Stackers, Automatic Dispatch Systems and MONOTRACTOR Driven Systems • Laundry Handling Systems—Institutional, Industrial and Commercial • MONORAIL Systems • Scrap Hoppers, Self-Dumping • Textile Cleaning and Handling Equipment.

**DISTRICT AND REGIONAL SALES OFFICES:**

\*Toronto—16 Holtby Avenue, Brampton, Ontario, Canada • 416 451-7474

Montreal—117 Donegan Avenue, Pointe Claire, Quebec, Canada • 514 697-2478

\*Regional Sales Offices

**SALES AND SERVICE REPRESENTATION:** Throughout Canada

## 25 EATON YALE & TOWNE G.m.b.H., MATERIALS HANDLING DIVISION

5620 Velbert/Rhineland, Heidestrasse 71, W. Germany • Tel: (02124) 3111 • Cable: Yale, Velbert • Telex: 08-516841

**PRINCIPAL PRODUCTS:** YALE and BKS Hand Hoists and PUL-LIFT Hoists • YALE and BKS Electric, Diesel, Gasoline and LP-Gas Industrial Lift Trucks.

**PLANTS:** Velbert/Rhineland and Dillengen, Saarland, W. Germany

## 26 EATON YALE & TOWNE LTDA., YALE MATERIALS HANDLING EQUIPMENT DIVISION

Rua Conselheiro Crispiniano, 72-2° Andar (Mailing Address: Caixa Postal 30.175), Sao Paulo, Estado S.P., Brazil • Telephone: 35-8181 • Cable: Fulbras • Telex: Fuller 208 SPO

**PRINCIPAL PRODUCTS:** YALE Industrial Lift Trucks.

**PLANT:** Sao Bernardo, Brazil

## 27 YALE MATERIALS HANDLING EQUIPMENT DIVISION

Waddensbrook Lane, Wednesfield, Staffordshire, England • Telephone: Willenhall 66955 • Cable: Yaletowne, Wolverhampton • Telex: 338133

**PRINCIPAL PRODUCTS:** YALE Electric, Diesel, Petrol and LP-Gas Lift Trucks • Motorized Hand Pallet, Platform and Fork Lift Trucks • Hand Lift Trucks • Hand and Electric Hoists • PUL-LIFT Hoists.

### CONSTRUCTION MACHINERY

**OFFICES:** Trojan Circle, Batavia, New York 14020 • 716 343-4202

## 28 CONSTRUCTION EQUIPMENT DIVISION

Trojan Circle, Batavia, New York 14020 • 716 343-4202

**PRINCIPAL PRODUCTS:** TROJAN Rubber-Tired Tractor Shovels and Accessories for Earthmoving and Handling of Bulk Materials.

**DISTRICT SALES REPRESENTATIVES:**

Charlotte, North Carolina—3501 Mill Pond Road • 704 366-1164

Mendham, New Jersey—38 West Main Street • 201 543-7256

Amherst, New Hampshire—Mack Hill Road • 603 673-5172

Elmira, New York—1405 Lake Street • 607 733-5057

Memphis, Tennessee—4575 Dearing Road • 901 682-8677

Alexandria, Virginia—4921 Seminary Road • 703 578-4058

Jeffersonton, Kentucky—9505 Shanna Drive • 502 267-6476

Thornton, Illinois—621 Ridge Road • 312 877-5543

Houston, Texas—2744 Briarhurst No. 10 • 713 781-2951

Walnut Creek, California—3339 Citrus Avenue • 415 933-9548

Seattle, Washington—231 S.W. 191st Avenue • 206 243-7297

Denver, Colorado—13515 West Center Drive • 303 986-0325

**GOVERNMENT REPRESENTATIVE:**

Washington, D. C.—1010 Vermont Avenue • 202 638-2810

**FRANCHISED DISTRIBUTORS:** Throughout the U. S., Canada and the World

### INTERNATIONAL OPERATIONS

## 29 CANADIAN CONSTRUCTION EQUIPMENT DIVISION

P.O. Box 667, St. Catharines, Ontario, Canada • 416 684-8331

**PRINCIPAL PRODUCTS:** TROJAN Rubber-Tired Tractor Shovels.

## 30 EATON YALE & TOWNE G.m.b.H., TROJAN TRACTOR SHOVEL DIVISION

5620 Velbert/Rhineland, Heidestrasse 71, West Germany • Telephone: (02124) 3111 • Cable: Yale, Velbert • Telex: 08-516772

**PRINCIPAL PRODUCTS:** TROJAN Rubber-Tired Tractor Shovels.

## 31 EATON YALE & TOWNE LTDA., YALE CONSTRUCTION EQUIPMENT DIVISION

Rua Conselheiro Crispiniano, 72-2° Andar (Mailing Address: Caixa Postal 30.175), Sao Paulo, Estado S.P., Brazil • Telephone: 35-8181 • Cable: Fulbras • Telex: Fuller 208 SPO

**PRINCIPAL PRODUCTS:** YALE Rubber-Tired Tractor Shovels.

**PLANT:** Sao Bernardo, Brazil

## 32 YALE TRACTOR SHOVEL DIVISION

Wednesfield, Staffordshire, England • Telephone: Willenhall 67221 • Cable: Yaletrac, Wolverhampton • Telex: 338133

**PRINCIPAL PRODUCTS:** YALE Rubber-Tired Tractor Shovels.

### FORESTRY EQUIPMENT INTERNATIONAL OPERATIONS

## 33 TIMBERJACK MACHINES LIMITED (Subsidiary)

Devonshire Avenue, Woodstock, Ontario, Canada • 519 537-6271

**PRINCIPAL PRODUCTS:** TIMBERJACK Log Skidders • MULTI-JACK Utility Vehicles • TIMBERJACK Tree Harvesters • Heavy-Duty Off-Highway Vehicles for Forest, Mining and Construction Industries.

**SALES/SERVICE BRANCHES:**

**CANADA—Timberjack Machines Limited**

Pointe Claire, Quebec—102 Leacock Road • 514 695-5160

Val d'Or, Quebec—520 Central Avenue • 819 824-6837

Baie Comeau, Quebec—271 LaSalle Blvd. • 418 296-6671



Chicoutimi, Quebec—Pond Pointe Blvd., Talbot • 418 549-0022  
 Quebec City, Quebec—905 Charest Blvd. • 418 683-1921  
 North Bay, Ontario—North Bay By-Pass • 705 472-7430  
 Kapuskasing, Ontario—18 Brunelle Road • 705 335-2259  
 Fort William, Ontario—675 Beaverhall Place, R.R. #1 • 807 577-1111  
 Courtenay, British Columbia—Campbell River Road • 604 338-8831

#### UNITED STATES—

Timberjack Machines Incorporated  
 Waycross, Georgia—Post Office Box 1275, 31501 • 912 285-1224

Timberjack Machines Incorporated  
 Par Mac Industrial Park, 120th Street,  
 Kirkland, Washington 11418 • 206 822-0296

Timberjack Machines Incorporated  
 112N Springfield Street, P.O. Box 388,  
 Perry, Florida • 904 458-6311

Timberjack Machines Limited  
 Lithonia, Georgia—5072 Minola Drive • 404 482-7376

**SALES AND SERVICE FRANCHISED DEALERS:** Canada, the United States and  
 Throughout Most of the World

## POWER TRANSMISSION SYSTEMS AND GENERAL PRODUCTS GROUP

**GENERAL OFFICES:** 100 Erieview Plaza, Cleveland, Ohio 44114  
 • 216 523-5000

### POWER TRANSMISSION SYSTEMS

## 34 CLEVELAND WORM & GEAR DIVISION

3249 E. 80th St., Cleveland, Ohio 44104 • 216 883-4560

**PRINCIPAL PRODUCTS:** Standard and Special Worm Gear  
 Speed Reducers • Standard Line Worm Gearing for Built-in  
 Applications • Worm Gearing to Customer Specifications • Gear-  
 motors • Mechanical Variable Speed Drives • Fluid Strainers •  
 Hydraulic Desurgers.

**CENTRAL REGIONAL OFFICE:** 4497 Cranwood Parkway, Cleveland, Ohio  
 44128 • 216 523-5300

**MIDWEST REGIONAL OFFICE:** 1810 Estes Avenue, Elk Grove Village, Illinois  
 60007 • 312 439-6200

**NORTHEAST REGIONAL OFFICE:** 9 Spielman Road, Fairfield, New Jersey  
 07006 • 201 227-4111

**SOUTHEAST REGIONAL OFFICE:** 2093 Liddell Drive, N.E.,  
 Atlanta, Georgia 30324 • 404 876-1033

**WESTERN REGIONAL OFFICE:** 280 Harbor Way, South San Francisco,  
 California 94080 • 415 588-4307/08

**SALES AND SERVICE REPRESENTATION:** In Principal Industrial Centers  
 Throughout the United States and the World

## 35 DYNAMATIC DIVISION

3122 14th Avenue, Kenosha, Wisconsin 53140  
 • 414 656-4011

**PRINCIPAL PRODUCTS:** Eddy-Current Equipment—AJUSTO-  
 SPEDE and DYNASPEDE Drives, Air and Liquid Cooled Couplings,  
 Air and Liquid Cooled Brakes, Dynamometers • DYNA-TORQ  
 Electromagnetic-Friction Clutches, Brakes, Clutch-Brakes, Clutch-  
 Couplings • Complete Drive Packages • AJUSTO-GEAR Speed  
 Control Drives-Reduction Gear Packages • Cycl-torQ Electro-  
 magnetic-Friction Drives • DYNA-SHEAVE Electromagnetic  
 Clutches • DYNAPHASE Controls • DYNASORBER Eddy-Current  
 Brakes • MAGNA POWER Eddy-Current Couplings • MUTUATROL  
 Electrical Control Systems for Eddy-Current Transmission Devices  
 • DYNAMATIC Direct Current Adjustable-Speed Drives and Sys-  
 tems • Hydrostatic Transmissions • AC and DC Electric Motors •  
 Engine Generator Sets • Variable Frequency AC Drives • Digital  
 Counters • VariDRAULIC Hydraulic Couplings.

**CENTRAL REGIONAL OFFICE:** 4497 Cranwood Parkway, Cleveland, Ohio  
 44128 • 216 523-5300

**MIDWEST REGIONAL OFFICE:** 1810 Estes Avenue, Elk Grove Village, Illinois  
 60007 • 312 439-6200

**NORTHEAST REGIONAL OFFICE:** 9 Spielman Road, Fairfield, New Jersey  
 07006 • 201 227-4111

**SOUTHEAST REGIONAL OFFICE:** 2093 Liddell Drive, N.E.,  
 Atlanta, Georgia 30324 • 404 876-1033

**WESTERN REGIONAL OFFICE:** 280 Harbor Way, South San Francisco,  
 California 94080 • 415 588-4307/08

**SALES AND SERVICE REPRESENTATION:** In Principal Industrial Centers  
 Throughout the United States and the World

**PLANTS:** In Kenosha, Wisconsin, and Gladstone, Michigan

## 36 ELECTRO-HYDRAULIC DIVISION

9921 Clinton Road, Cleveland, Ohio 44144  
 • 216 281-4100

**PRINCIPAL PRODUCTS:** Priority Type Flow Dividers • Pressure  
 Compensated Directional Control Valves—Standard and Stack  
 Types • Patented Design Relief Valves • Lock and Counterbalance  
 Valves • Solenoid Operated Valves • Flow Regulator Valves •  
 Hydraulic Cylinders.

**SALES AND SERVICE REPRESENTATION:** Throughout the United States and  
 the World

## 37 FARVAL DIVISION

3249 East 80th Street, Cleveland, Ohio 44104  
 • 216 883-4560

**PRINCIPAL PRODUCTS:** Automatic and Manually Operated  
 Centralized Lubricating Systems for Either Oil or Grease.

**CENTRAL REGIONAL OFFICE:** 4497 Cranwood Parkway, Cleveland, Ohio  
 44128 • 216 523-5300

**MIDWEST REGIONAL OFFICE:** 1810 Estes Avenue, Elk Grove Village, Illinois  
 60007 • 312 439-6200

**NORTHEAST REGIONAL OFFICE:** 9 Spielman Road, Fairfield, New Jersey  
 07006 • 201 227-4111

**SOUTHEAST REGIONAL OFFICE:** 2093 Liddell Drive, N.E.,  
 Atlanta, Georgia 30324 • 404 876-1033

**WESTERN REGIONAL OFFICE:** 280 Harbor Way, South San Francisco,  
 California 94080 • 415 588-4307/08

**SALES AND SERVICE REPRESENTATION:** In Principal Industrial Centers  
 Throughout the United States and the World

## 38 FAWICK AIRFLEX DIVISION

9919 Clinton Road, Cleveland, Ohio 44111  
 • 216 281-2211

**PRINCIPAL PRODUCTS:** AIRFLEX Pneumatic Clutches and  
 Brakes • VENTORQUE Clutches and Brakes • AIRING Clutches  
 and Brakes • Sheave Clutches • Standardized Clutch and Brake  
 Press Applications • Spring-engaged-air-released Brakes • Cal-  
 ipper Disc Brakes • FLEX-RITE Flexible Couplings • POWER-MAX  
 Centrifugal Clutches • ROTORSEAL Rotating Seals • Quick Release  
 Valves • Magnetic Clutches and Brakes • Spring-engaged-mag-  
 netically-released Brakes • Magnetic Motor Brakes.

**CENTRAL REGIONAL OFFICE:** 4497 Cranwood Parkway, Cleveland, Ohio  
 44128 • 216 523-5300

**MIDWEST REGIONAL OFFICE:** 1810 Estes Avenue, Elk Grove Village, Illinois  
 60007 • 312 439-6200

**NORTHEAST REGIONAL OFFICE:** 9 Spielman Road, Fairfield, New Jersey  
 07006 • 201 227-4111

**SOUTHEAST REGIONAL OFFICE:** 2093 Liddell Drive, N.E.,  
 Atlanta, Georgia 30324 • 404 876-1033

**WESTERN REGIONAL OFFICE:** 280 Harbor Way, South San Francisco,  
 California 94080 • 415 588-4307/08

**SALES AND SERVICE REPRESENTATION:** In Principal Industrial Centers  
 Throughout the United States and the World

## 39 MECHANICAL POWER TRANSMISSION DIVISION

3122 14th Avenue, Kenosha, Wisconsin 53140  
 • 414 656-4011

**PRINCIPAL PRODUCTS:** Mechanical Power Transmission Equip-  
 ment—MULTI-WEDGE Drives, Conventional MULTI-V Drives, QD  
 Hubs, QD Adapters, QD JUNIOR Sheaves, POLY-V Drives, Posi-  
 tive Drives, Centrifugal Clutches and Clutch Couplings • Variable  
 Speed Units—MULTI-PITCH Sheaves, ALLSPEED Drives, Motor  
 Pulleys, Motor Drives • Variable Speed V-Belts • Positive Drive  
 Belts • Conventional V-Belts • HY-T Wedge V-Belts • POLY-V  
 Belts • VEE PLY Belting • Pillow Blocks • Flange Blocks • Ten-  
 sioners • AIRFLEX Pneumatic Air Clutches and Brakes • DYNA-  
 TORQ Electromagnetic-Friction Clutches, Brakes, Clutch/Brakes,  
 Clutch Couplings and Controllers • Cycl-torQ Electromagnetic-  
 Friction Clutch/Brake Machine Drives.

**CENTRAL REGIONAL OFFICE:** 4497 Cranwood Parkway, Cleveland, Ohio  
 44128 • 216 523-5300

**MIDWEST REGIONAL OFFICE:** 1810 Estes Avenue, Elk Grove Village, Illinois  
 60007 • 312 439-6200

**NORTHEAST REGIONAL OFFICE:** 9 Spielman Road, Fairfield, New Jersey  
 07006 • 201 227-4111

**SOUTHEAST REGIONAL OFFICE:** 2093 Liddell Drive, N.E.,  
 Atlanta, Georgia 30324 • 404 876-1033

**WESTERN REGIONAL OFFICE:** 280 Harbor Way, South San Francisco,  
 California 94080 • 415 588-4307/08

**SALES AND SERVICE REPRESENTATION:** In Principal Industrial Centers  
 Throughout the United States and the World

**PLANT:** 1123 Superior Avenue, Gladstone, Michigan 49837 • 906 425-2861



## INTERNATIONAL OPERATIONS

### 40 EATON MANUFACTURING S.A. (Subsidiary)

P.O. Box 23, Chemin du Pont Ceard 55, 1290 Versoix, Geneva, Switzerland • Telephone: (022) 55 25 85 • Telex: 22948 • Cable: EATONIZE

**PRINCIPAL PRODUCTS:** Power Transmission Products • DYNATORQ Electromagnetic-Friction Clutches and Brakes • K-WAY Dispensing Systems • Bonded Warehouse Service • Process Development and Servicing.

### 41 FAWICK CANADA, LTD. (Subsidiary)

2220 Midland Avenue, Unit 1-J, Scarborough, Ontario, Canada • 416 293-4113

**PRINCIPAL PRODUCTS:** Subsidiary Sales Office and Warehouse for Fawick Airflex Division Products in Canada.

### 42 FAWICK N. V. (Subsidiary)

J. F. Vlekkestraat 266, Roosendaal (N.B.), The Netherlands • Telephone: 01650-34930 • Telex: 844-54323

**PRINCIPAL PRODUCTS:** Subsidiary Sales Office and Warehouse for Fawick Airflex Division Products in Western Europe and United Kingdom.

### 43 HYLTERN CONTROLS LIMITED (Subsidiary of Eaton Manufacturing S.A.)

St. Cuthbert's Way, Aycliffe Trading Estate, Darlington Co., Durham, England • Phone: Aycliffe 3386 & 3387

**PRINCIPAL PRODUCTS:** DYNA-TORQ clutches, brakes and controls.

## GENERAL PRODUCTS

### 44 FLEXI-GRIP DIVISION

1252 Mina Avenue, Akron, Ohio 44321 • 216 666-1101

**PRINCIPAL PRODUCTS:** GOLF PRIDE Golf Club Grips • Baseball Bat Grips • Fishing Rod Grips • Tennis Racket Grips • Hand Tool Grips • Miscellaneous Molded Rubber Goods Items • Producer of all Rubber Elements as used by Fawick Airflex Division.

**PLANTS:** In Akron, Ohio and Laurinburg, North Carolina

### 45 RELIANCE DIVISION

25 Charles Avenue, SE, Massillon, Ohio 44646 • 216 832-1511

**PRINCIPAL PRODUCTS:** Helical Spring Lockwashers • Railroad Washers • Double Coil Washers • Screw and Washer Assemblies • Tapping Screws • Thread-Cutting Screws • Tamperproof Screws • Terminal Clamp Assemblies • Special Cold Headed Parts • SEMS, SPRINGTITES, TENSILOCKS and QUINTPOINT Threaded Fasteners • Nut and Washer Assemblies • Locknuts • KEPS, TENZ-NUTS and PERMA-TITE Nut and Washer Assemblies • HOZ-FAS-NER Spring Wire Hose Clamps • Retaining Rings • Internal Notched (I-N) Rings, External Notched (E-N) Rings • Clip, Bearing and Snap Rings for Shafts and Housings • Cold Drawn Steel Bars and Coils • Ball and Roller Wire • Keystock • Cold Drawn Wire Rounds and Special Shapes.

**EASTERN SALES OFFICE:** 3370 Highway 35, Hazlet, New Jersey 07730 • 201 264-6777

**OHIO-MIDWEST SALES OFFICE:** 13375 Madison Avenue, Cleveland, Ohio 44107 • 216 226-0986

**DETROIT SALES OFFICE:** 24275 Northwestern Highway, Southfield, Michigan 48075 • 313 444-8000 (Detroit) • 313 358-1500 (Southfield)

**INDIANAPOLIS SALES OFFICE:** 65 Winterton, 1010 East 86th Street, Indianapolis, Indiana 46240 • 317 846-6526

**CHICAGO SALES OFFICE:** 1742 McCormick Building, 332 South Michigan Ave., Chicago, Illinois 60604 • 312 427-4441

**SOUTHEASTERN SALES OFFICE:** 4050 Westport Road, Louisville, Ky. 40207 • 502 896-1749

**SALES AND SERVICE REPRESENTATION:** In Principal Cities Throughout the United States

### 46 TINNEMAN PRODUCTS, INC.

(Subsidiary) P.O. Box 6688, 8700 Brookpark Road, Cleveland, Ohio 44101 • 216 741-9300

**PRINCIPAL PRODUCTS:** SPEED NUT Brand High Carbon Spring Steel, Heat Treated Fasteners (Industrial) • One-piece, Self-locking, Vibration-proof Screw Receiving SPEED NUTS • SPEED CLIP Specialty Fasteners for Retention without Screws, Studs or Rivets • SPEED CLAMP One-piece, Low-profile Spring Steel Hose Clamps • Harness, Tube, Wire, Rod and Cable Clamps • SPEED GRIP Nut Retainers • SPEED NUT Bronze, Copper, Aluminum and Plastic Fasteners • SPEED CLINCH Self-locking, Self-retaining Nut Forms, Clips, Wire Retainers and Clamps • Precision Custom Molded Parts.

## DISTRICT OFFICES:

**Chattanooga**—6409 East Brainerd Road, P.O. Box 21266, Chattanooga, Tennessee 37421 • 615 892-8452

**Chicago**—5637 West Diversey Avenue, Chicago, Illinois 60639 • 312 Tu 9-6464

**Cincinnati**—Suite 703, Atkinson Square, 11750 Chesterdale Road, Cincinnati, Ohio 45246 • 513 771-9303

**Cleveland**—8700 Brookpark Road, P.O. Box 6688, Cleveland, Ohio 44101 • 216 741-9300

**Detroit**—21559 West Eight Mile Road, Detroit, Michigan 48219 • 313 538-7500

**East Orange**—Realty Office Bldg., 585 Main Street, East Orange, New Jersey 07018 • (E.O.) 201 678-2323-4 • (N.Y.) 212 WO 2-3074

**Kalamazoo**—216 W.S. Dewing Building, 132 N. Burdick Street, Kalamazoo, Michigan 49006 • 616 FI 4-3389

**Milwaukee**—4022 North Wilson Drive, Milwaukee, Wisconsin 53211 • 414 332-8200

**Philadelphia**—Barclay Building, Belmont & City Avenues, Bala-Cynwyd, Pennsylvania 19004 • 215 TE 9-3827

**Rochester**—228 Winton Road, N., Rochester, New York 14610 • 716 OL 4-9690-1

**St. Louis**—7530 Forsyth Blvd., St. Louis, Missouri 63105 • 314 PA 5-1182

**Santa Ana**—1535 E. 17th St., Suite "J", Santa Ana, California 92701 • 714 542-7295 • 213 860-5152

## AGENCIES.

**Dallas**—The Berry Co., 3011 Hood St., P.O. Box 20461, Dallas, Texas 75220 • 214 LA 8-0461

**Palo Alto**—E. Wachtel Co., 3862 Magnolia Drive, P.O. Box 11199, Palo Alto, California 94306 • 415 321-2430 • 415 321-2431

**St. Paul**—R. E. Carlson Co., 4251 Fernwood St., St. Paul, Minnesota 55112 • 612 633-9136

## INTERNATIONAL OPERATIONS

### 47 DOMINION FASTENERS LIMITED (Subsidiary)

P.O. Box 492, 686 Parkdale Avenue, North Hamilton, Ontario, Canada • LI 9-4661

**PRINCIPAL PRODUCTS:** Subsidiary for the sale and manufacture of Tinnerman SPEED NUT brand fasteners in Canada.

## AUTOMOTIVE AND CONTROLS GROUP

**GENERAL OFFICES:** 24275 Northwestern Highway, Southfield, Michigan 48075 • 313 444-8000 (Detroit) • 313 353-8800 (Southfield)

## AUTOMOTIVE PRODUCTS

### 48 AUTO-CEPTOR DIVISION

24275 Northwestern Highway, Southfield, Michigan 48075 • 313 444-8000 (Detroit) • 313 353-8800 (Southfield)

**PRINCIPAL PRODUCTS:** AUTO-CEPTOR Crash Restraint Systems and Controls.

### 49 DILL DIVISION

Durham Road South, Roxboro, North Carolina 27573 • 919 599-3156

**PRINCIPAL PRODUCTS:** Tire Valves • Valve Parts and Accessories • Gauges • Aerosol Valves • Propane Valves • Air Chucks • Valve Tools for On-the-Road and Off-the-Road Vehicles, including Tractor, Industrial and Aircraft Equipment • Aircraft Strut Valves • Tire and Tube Repair Equipment and Supplies • Molded Rubber Parts • PRES-TO Oilers • Food Handling Tongs • Screw Machine Products.

**BRANCH SALES OFFICES:** 509 Evans Bank Building, Akron, Ohio 44308 • 216 376-9178; 2207 South Saybrook, City of Commerce (Los Angeles), California 90022 • 213 685-5935

**SALES AND SERVICE REPRESENTATION:** Throughout the United States

**PLANTS:** In Cleveland, Ohio, and Roxboro, North Carolina

### 50 EATON FOUNDRY DIVISION

700 East Huron Avenue, Vassar, Michigan 48768 • 517 TAYlor 3-2311

**PRINCIPAL PRODUCTS:** Permanent Mold Gray Iron Castings in Intricately Cored Designs and Various Shapes Weighing from a Few Ounces up to Forty Pounds • Shell-Molded Gray Iron Castings in All Shapes and Sizes with Excellent Finishes and Requiring a Minimum of Machining.

**CHICAGO AREA SALES OFFICE:** 16108 S. Prairie, South Holland, Illinois 60473 • 312 331-7942

**CLEVELAND AREA SALES OFFICE:** 539 Herrick Ave., P.O. Box 174, Wellington, Ohio 44090 • 216 647-4259

**CONNECTICUT AREA SALES OFFICE:** Don Kelley Company, 28 Whiting Lane, West Hartford, Connecticut 06119 • 203 233-0870

**DETROIT SALES OFFICE:** 24275 Northwestern Highway, Southfield, Michigan 48075 • 313 444-8000 (Detroit) • 313 353-8800 (Southfield)



**MASSACHUSETTS AREA SALES OFFICE:** Brown, Pfau and Worthen, 10 Worcester Street, Grafton, Massachusetts 01519 • 617 573-6547

**MINNESOTA AREA SALES OFFICE:** 7710 Computer Avenue, Minneapolis, Minn. 55435 • 612 926-8344

**NEW YORK AREA SALES OFFICE:** Talbot Associates, Inc., Cleveland Place, Springfield, New Jersey 07081 • 201 376-9570 or 212 964-5057

**PENNSYLVANIA AREA SALES OFFICE:** Glaser-Miller Company, Box 632, Bryn Mawr, Pennsylvania 19010 • 215 525-8050

**ST. LOUIS DISTRICT SALES OFFICE:** 7305 Manchester Avenue, Maplewood, Mo. 63143 • 314 645-4732

## 51 EATON MARSHALL DIVISION

West Hanover Street, Marshall, Michigan 49068  
• 616 570-12811

**PRINCIPAL PRODUCTS:** Pumps for: Power Steering, Hydraulic Transmissions, Lubrication, Converter Supply, Servo Power Booster and Implement Actuation • VISCO-DRIVE, TEMPATROL and TORQATROL Automotive Fan Drives and Accessories • TRAC-AIDE Automotive Limited Slip Differentials • MARSHALLMATIC, TAURODRIVE, TAURODYNE and DOWMATIC Hydrostatic Transmissions.

**EATON MARSHALL DIVISION HYDROSTATIC SALES & ENGINEERING OFFICE:** 9771 French Road, Detroit, Michigan 48213 • 313 444-8000

**EATON MARSHALL DIVISION AUTOMOTIVE PRODUCTS SALES OFFICE:** 24275 Northwestern Highway, Southfield, Michigan 48075 • 313 444-8000 (Detroit) • 313 353-8800 (Southfield)

## 52 EATON SAGINAW DIVISION

1000 Rust Street, Saginaw, Michigan 48601  
• 517 753-5461

**PRINCIPAL PRODUCTS:** Engine Valve Tappets • Hydraulic Valve Lifters • Anti-Friction Ball Bearing Screws • Engine Valve-Seat Inserts • Aircraft Piston Engine Parts • Hydraulic Control Valves • Flow Regulator Valves • Precision Hydrostatic Transmission Parts • Turbine Engine High Alloy Precision Cast Parts.

## 53 EATON SPRING DIVISION

9771 French Road, Detroit, Michigan 48213 • 313 444-8000

**PRINCIPAL PRODUCTS:** Automotive Chassis Coil Springs • Coil Springs (Hot Coiled and Cold Formed) • Valve Springs • Wire Forms • Spring Steel and Carbon Steel Stampings, Weldments and Assemblies • Fuel Tank Caps and Necks • Pressure Radiator Caps • Hub Caps • Military Truck and Aircraft Fuel Tank Caps • Torsion Bars • Friction Discs • Constant Velocity Universal Joints • Passenger Car Seat Inserts.

## 54 EATON VALVE DIVISION

463 North 20th Street, Battle Creek, Michigan 49016  
• 616 500-27571

**PRINCIPAL PRODUCTS:** Automotive and Heavy-Duty Engine Valves • Aircraft and Automotive Sodium-Cooled Valves • Engine Poppet Valves • Free-Rotating Valves • PRECISION FLOW Forged Gears and other Precision Forged Parts • Automotive Road Speed Control.

**DETROIT SALES OFFICE:** 24275 Northwestern Highway, Southfield, Michigan 48075 • 313 444-8000 (Detroit) • 313 353-8800 (Southfield)

## 55 McQUAY-NORRIS DIVISION

2320 Marconi Avenue, St. Louis, Missouri 63110 • 314 776-4800

**PRINCIPAL PRODUCTS:** Automotive and Industrial Components—Piston Rings, Engine Bearings, Valve and Valve Train Parts, Pistons, Piston Pins, Cylinder Sleeve Assemblies, Water Pumps, Automatic Transmission Parts and Chassis Parts • Appliance, Furnace and Industrial Electrical Products—Ignition Systems, Truck Controls, Pressure Switches, Solenoid Gas Valves and Standing Pilot Systems.

**PLANTS:** In St. Louis, Missouri; Indianapolis and Connersville, Indiana; Berkeley and Palo Alto, California; and Casey, Illinois

### INTERNATIONAL OPERATIONS

## 56 THE DILL MANUFACTURING COMPANY OF CANADA LIMITED (Subsidiary)

215 Evans Ave., Toronto 18, Ont., Canada • 416 259-9231

**PRINCIPAL PRODUCTS:** DILL Tire Valves • Valve Parts and Accessories • Gauges • Propane Valves • Air Chucks • Valve Tools for all On-the-Road as well as Off-the-Road Vehicles, including Tractor, Industrial and Aircraft Equipment • Strut Valves for Aircraft • Tire and Tube Repair Equipment and Supplies • PRES-TO Oilers.

**SALES AND SERVICE REPRESENTATION:** In Eastern and Western Canada

## 57 EATON LIVIA S.p.A. (Subsidiary)

P.O. Box 503, 10086—Rivarolo Canavese, Turin, Italy • Telephone: 2085 • Cable: Liviavalve Torino • Telex: Eatonit 21045

**PRINCIPAL PRODUCTS:** Automotive and Heavy-Duty Engine Valves • Sodium-Cooled Valves • Free-Rotating Valves • Engine Lubricating Pumps • BiMetallic Valves • Valve Guides • Valve Spring Retainers • Valve Keys • Tappets • Valve Seat Inserts • High Alloy Castings • Super Alloy Castings • Automotive Safety Devices • Thermostats.

## 58 EATON METALURGICA S.A.I.C. (Subsidiary)

Dorrego 1780, Ruta 8, Km. 31.2, San Miguel, Buenos Aires, Argentina • Telephone: 657-0882-2785

**PRINCIPAL PRODUCTS:** Leaf and Coil Springs.

**SALES OFFICE:** Viamonte 1133, Capital Federal, Buenos Aires, Argentina • Telephone: 42-9138 • Cable: Eatonba Baires • Telex: 012 1150

## 59 EATON PRECISION PRODUCTS CANADA LIMITED (Subsidiary)

100 Mason Street, Wallaceburg, Ontario, Canada • 519 627-6091

**PRINCIPAL PRODUCTS:** Hydraulic Valve Lifters.

## 60 EATON S.A. (Subsidiary)

Rua Conselheiro Crispiniano, 72-2° Andar (Mailing Address: Caixa Postal 30.048), Sao Paulo, Estado S.P., Brazil • Telephone: 35-8181 • Cable: Eatonsa • Telex: Fuller 208 SPO

**PRINCIPAL PRODUCTS:** Automotive and Heavy-Duty Engine Valves • Tappets • Valve Guides • Push Rods • Small Extrusions • Free-Rotating Valves • Engine Poppet Valves • Electric Shifts • Speedometer Adapter • Automotive Air Conditioners.

**FACTORY:** Rodovia Presidente Dutra, Km. 32.5, Sao Jose dos Campos, Estado S.P., Brazil • Telephone: 300

## 61 EATON SPRINGS CANADA LIMITED (Subsidiary)

566 Riverview Drive, Chatham, Ontario, Canada • 519 354-1010

**PRINCIPAL PRODUCTS:** Passenger Car and Truck Leaf Springs.

## 62 EATON TOOL (Division of Eaton Livia S.p.A.)

Via Sansovino 243/65/H, 10151 Turin, Italy • Telephone: 25.93.19 • Telex: Eatonit 21045

**PRINCIPAL PRODUCTS:** Special Purpose Tool Machines • Special Machines for Valves • Molds for Plastics.

## 63 McQUAY-NORRIS MANUFACTURING CO. OF CANADA, LIMITED (Subsidiary)

Ray and Goddard Avenues, Toronto 337, Ontario, Canada • 416 767-7501

**PRINCIPAL PRODUCTS:** Pistons • Piston Rings.

### CONTROLS PRODUCTS

## 64 DISPENSER DIVISION

799 Roosevelt Road, Building No. 4, Suite 20, Glen Ellyn, Illinois 60137 • 312 858-3600

**PLANTS:** In Lanark and Savanna, Illinois

**DOLE DISPENSER PRODUCTS**

6201 Oakton Street, Morton Grove, Illinois 60053 • 312 967-7100 (Morton Grove) • 312 763-5000 (Chicago)

**PRINCIPAL PRODUCTS:** Carbonated and Non-Carbonated Counter-Type Beverage Dispensers • Juice Dispensers.

**K-WAY DISPENSING EQUIPMENT**

P.O. Box 273, Glen Ellyn, Illinois 60137 • 312 858-3618

**PRINCIPAL PRODUCTS:** Multiple Station Remote Soda Dispensing Equipment • Remote Draft Beer Dispensing Systems • Multiple Station Remote Post Mix Cold Drink Vending Machines • Portable Bars.

**TEMPRITE CORDLEY PRODUCTS**

799 Roosevelt Road, Building No. 4, Suite 20, Glen Ellyn, Illinois 60137 • 312 858-3600

**PRINCIPAL PRODUCTS:** TEMPRITE and CORDLEY Self-Contained, Electric Drinking Water Coolers • Commercial and Industrial Packaged Liquid Chillers • Carbonators, Cooler Carbonators and Beverage Dispensing Systems • Refrigeration Oil Separators • Refrigeration Accessories.

**SALES AND SERVICE REPRESENTATION:** Throughout the United States and Canada



## 65 DOLE DIVISION

6201 Oakton Street, Morton Grove, Illinois 60053  
• 312 967-7100 (Morton Grove) • 312 763-5000 (Chicago)

**PRINCIPAL PRODUCTS:** DOLE Thermostatic and Non-Thermostatic Solenoid Water Mixing Valves for Home Laundry Appliances • Solenoid Valves and Coils • Clotheswasher and Dishwasher Dispensers • Water Flow Regulators • Engine Thermostats • Automotive Vacuum Servo and Car Heater Controls • Engine Emission Controls • Hot Water and Steam Air Vents • Domestic Hot Water Tempering Valves • Showerheads • Zone Controls for Hydronic Heating-Cooling Systems • Gasoline Tank, Oil Filler and Pressure Radiator Caps • Ice Makers and Ice Cube Trays • Grain Testing Equipment • Electronic Scale Systems.

**DISTRIBUTION CENTER:** In Bensenville, Illinois

**DETROIT SALES OFFICE:** 24275 Northwestern Highway, Southfield, Michigan 48075 • 313 444-8000 (Detroit) • 313 353-8800 (Southfield)

**SALES AND SERVICE REPRESENTATION:** Throughout the United States

**PLANTS:** In Batavia, Hanover, Rochelle and Savanna, Illinois

## 66 EATON HEATER DIVISION

East 65th and Central Avenue, Cleveland, Ohio 44104  
• 216 523-5000

**PRINCIPAL PRODUCTS:** Heating-Ventilating, Defrosting and Air Conditioning Systems, Components and Replacement Parts for Motor Cars and Trucks • Magnetic Clutches • Molded Plastic Parts • Refrigeration Expansion Valves • Fin and Tube Heat Exchangers • YALE Furnace and Console Humidifiers • YALE Humidifier Flushing Kits • VISCO-DRIVE Radiator Fans • Water Filters.

**BRANCH SALES OFFICE:** 24275 Northwestern Highway, Southfield, Michigan 48075 • 313 444-8000 (Detroit) • 313 353-8800 (Southfield)

**AFTERMARKET SALES OFFICE:** East 65th and Central Avenue, Cleveland, Ohio 44104 • 216 523-5000

**AFTERMARKET SALES REPRESENTATION:** Los Angeles, San Francisco, New York City, Detroit, Pittsburgh, Birmingham, Ala., Indianapolis, Atlanta, Kansas City, Mo., Dallas, Columbus, Ohio, Chicago

**CONSUMER PRODUCTS SALES OFFICE:** E. 65th and Central Avenue, Cleveland, Ohio 44104 • 216 523-5000

**CONSUMER PRODUCTS SALES REPRESENTATION:** Kansas City, Chicago, New York City, St. Louis, Cincinnati, Detroit, Philadelphia, Rochester, Los Angeles, Minneapolis, Oklahoma City, Downsview, Ontario, Canada; Boston, Pittsburgh

**PLANTS:** In Cleveland, Ohio and Harrodsburg, Kentucky

## 67 KITCO DIVISION

200 East Spring Street, Bluffton, Indiana 46714  
• 219 824-2700

**PRINCIPAL PRODUCTS:** Automotive Engine Valve Stem Jackets • Brake Cups and Boots • Rubber Rollers for Business Machines • Rubber Diaphragms for Water Mixing Valves • Rubber Grommets for Electric Motors • Power Brake Seals • Flashless Molded Rubber • Specialties • Rubber-to-Metal Bonding.

### INTERNATIONAL OPERATIONS

## 68 CONSTRUCTIONS INDUSTRIELLES et MECANIKES (C.I.M.)

(Subsidiary) 4, rue de l'Industrie, Boite Postale No. 84, Monaco (Principauté de Monaco) • Telephone: 30-66-68 • Telex: Cimorex Carlo 46834

**PRINCIPAL PRODUCTS:** Reversing Switches, Timers, Wafer and Pushbutton Switches • Relays • Liquid and Powder Dispensers • Timing Motors • DOLE Appliance Controls.

## 69 THE DOLE VALVE COMPANY OF CANADA, LIMITED (Subsidiary)

50 Milner Avenue, Scarborough, Ontario, Canada • 416 291-7163

**PRINCIPAL PRODUCTS:** DOLE Thermostatic and Non-Thermostatic Solenoid Water Mixing Valves for Home Laundry Appliances • Solenoid Valves and Coils • Clotheswasher and Dishwasher Dispensers • Water Flow Regulators • Engine Thermostats • Gasoline Tank, Oil Filler and Pressure Radiator Caps • Ice Cube Trays • Ice Cube Storage Bins for Refrigerators and Freezers.

**SALES AND SERVICE REPRESENTATION:** Throughout Canada

## 70 EATON ELPA

(Division of Eaton Livia S.p.A.)

Via Monteverde 26, 15033 Casale Monferrato (Alessandria) Italy • Telephone: 70366 • Telex: 21260

**PRINCIPAL PRODUCTS:** Solenoid Valves & Coils • Dispensers • Micro Switches • Thermostats for Appliance Applications • Press-O-Stats.

## LOCK AND HARDWARE GROUP

**GENERAL OFFICES:** Rye, New York 10580 • 914 967-7000

## 71 NORTON DOOR CLOSER DIVISION

372 Meyer Road, Bensenville, Illinois 60106  
• 312 Porter 6-6100

**PRINCIPAL PRODUCTS:** Door Closers of All Types Including Regular Surface Mounted Closers, TRI-STYLE Heavy-Duty Streamlined Surface Closers, Narrow Projection Surface Mounted Closers with Covers of Painted Aluminum, Anodized Aluminum or Genuine Wood Veneer, Overhead Concealed Door Closers, Corner Closers, UNI-TROL Unitized Door Controls, Unitized Five-Function Door Controls, Electromagnetic Door Controls, Smoke Detectors, Transom Mounted and Overhead Concealed Automatic Door Operators for New or Existing Swinging Doors, Automatic Sliding Door Operators, Available with Wide Variety of Switching Accessories for Every Industrial and Commercial Requirement.

**SALES REPRESENTATION:** In Principal Cities Throughout the United States

## 72 REED DOOR DEVICES DIVISION

P.O. Box 58, Wood Dale, Illinois 60191 • 312 766-9230

**PRINCIPAL PRODUCTS:** STRAIGHT-THRU Panic Exit Devices of All Types Featuring the Exclusive Safety Design which Eliminates Downward Thrust of Exit Bar and Reduces Number of Parts Assuring Longer Life and Less Service Problems. Available in Rim and Vertical Rod Types and Combinations for Both Regular and Narrow Style Doors • Offset Pivot Hinges.

**SALES REPRESENTATION:** In Principal Cities Throughout the United States

## 73 TOWNE HARDWARE DIVISION

Rye, New York 10580 • 914 967-7000

**PRINCIPAL PRODUCTS:** TOWNE Ceramic, Melamine and Metal Decorated Hardware Products Including Drawer Knobs and Pulls, Door Knobs and Escutcheons, Ceramic and Melamine Switch Plates, Bathroom Accessories and Other Decorative Hardware Products.

**SALES REPRESENTATION:** Throughout the United States

## 74 YALE SECURITY SYSTEMS DIVISION

Rye, New York 10580 • 914 967-7200

Nationwide Service for Bank Locks and Vaults.

## 75 YALE LOCK AND HARDWARE DIVISION

Rye, New York 10580 • 914 967-7000

**PRINCIPAL PRODUCTS:** YALE Locks of All Kinds and Builders' Finishing Hardware • Auxiliary Locks • Bank Locks • Automotive and Industrial Locks • Cabinet Locks • Door Closers • Panic Exit Devices • Padlocks • Specialty Locks • Locksmith Supplies • Window Operators • Mortise Locks • MONO LOCKS • Cylindrical and Tubular Locks • Miscellaneous Hardware • HYDRO-HINGE Door Closers • Overhead Door Holders • Door Pivots • Electromagnetic Door Holders.

**NORTHEASTERN REGION:** 101 Park Avenue, New York, N. Y. 10017  
• 212 685-9866

**MIDDLE ATLANTIC REGION:** 6113 Bellinham Court, Baltimore, Maryland 21210  
• 301 377-5924

**SOUTHERN REGION:** 4150 Country Club Drive, Meridian, Mississippi 39303  
• 601 482-6453

**NORTH CENTRAL REGION:** 1016 Quilliams Road, Cleveland Heights, Ohio 44121 • 216 381-7736

**MID-WEST REGION:** Engineering Building, 205 West Wacker Drive, Chicago, Illinois 60606 • 312 346-8727

**PACIFIC COAST REGION:** 6930 Telegraph Road, Los Angeles, California 90022  
• 213 685-4747

**DISTRIBUTORS:** In Principal Cities Throughout the United States

**PLANTS:** In Monroe, N. C., Gallatin and Lenoir City, Tennessee, Roanoke, Virginia

### INTERNATIONAL OPERATIONS

## 76 EATON YALE & TOWNE G.m.b.H., LOCK AND HARDWARE DIV.

5620 Velbert/Rhineland, Heidestrasse 71, West Germany  
• Telephone: (02124) 3111 • Cable: Yale, Velbert  
• Telex: 8-516841

**PRINCIPAL PRODUCTS:** YALE and BKS Locks of all Kinds • Mortise Locks and Mortise Locksets • Auxiliary Locks • Cabinet Locks • Padlocks • Door Closers of all Types • Panic Exit Devices • Specialty Locks • Builders' Finishing Hardware.



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**YALE de VENEZUELA C.A.**

(Subsidiary)

Apartado de Correos 60614, Caracas, Venezuela  
 • Telephone: 34-74-81, 35-09-95 • Cable: Yale Caracas  
 • Telex: 22653

**PRINCIPAL PRODUCTS:** YALE Locks and Builders' Hardware.

78

**YALE IBERIA S.A. (Subsidiary)**

Rodriguez San Pedro, 2, Oficina No. 709, Madrid 15, Spain  
 • Telephone: 2-23 20 78 • Cable: YALE MADRID

**PRINCIPAL PRODUCTS:** YALE Locks and Builders' Hardware.

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**YALE LOCKS AND HARDWARE DIVISION**

Wood Street, Willenhall, Staffordshire, England • Telephone:  
 Willenhall 66911 • Cable: Yaletowne, Willenhall  
 • Telex: 338251

**PRINCIPAL PRODUCTS:** YALE Locks and Builders' Finishing Hardware • Auxiliary Locks • Automotive and Industrial Locks • Door Closers • Specialty Locks • Locksmith Supplies • ETAS Locks and Builders' Finishing Hardware • Cabinet Locks • Padlocks • High Security Locks • Master Key Systems.

**SCOTTISH PLANT:** Royston Road, Deans Industrial Estate, Livingston, West Lothian, Scotland • Telephone: Bathgate 4661 • Cable: Yaletowne, Livingston  
 • Telex: 72411

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**YALE S.p.A.**

(Subsidiary of Eaton Livia S.p.A.)

Piazza G. Marconi, 25, Rome, Italy (P.O. Box 10030)  
 • Telephone: 596-924 • Factory: Aprilia, Latina, Italy  
 • Cable: Yale Rome

**PRINCIPAL PRODUCTS:** YALE Locks • Padlocks • Auxiliary Locks • Cabinet Locks • Deadlatches and Deadlocks • Latches • Mortise Locks and Mortise Locksets • Key Blanks and Locksmith Supplies • Electric Operated Cylinder Locks • Locks with Chain Guard • Cylinder Locks for Very Narrow Aluminum Sections • Door Closers • Panic Exit Devices • Key Duplicating Machines.

**EATON YALE & TOWNE ASSOCIATE COMPANIES** (Minority Stock Ownership)**ALLIGATOR Ventilfabrik G.m.b.H.**

Giengen/Brenz, Wuertemberg, West Germany •  
 Telephone: Giengen 6221 • Cable: Alligator Giengenbrenz • Telex: 714117

**PRINCIPAL PRODUCTS:** Tire Valves, Parts, Tools and Accessories • Air Chucks • Molded Rubber Parts • Special Pneumatic Valves for Various Applications (like Fire Extinguishers, Gas Containers, Tanks, Life Vests, etc.) • Screw Machine Products.

**CERRADURAS de COLOMBIA S.A.**

Apartado Aereo 10281, Bogota, Colombia

**PRINCIPAL PRODUCTS:** YALE Locks and Builders' Hardware.

**EATON MANUFACTURERA S.A.**

Avenida 1 y Calle 10, Fracc. Industrial, Toluca, Edo. de Mexico, Mexico • Telephone: 5-60-39 • Telex: 017484

**PRINCIPAL PRODUCTS:** Single Reduction and 2-Speed Rear Truck Axles • Front Steering Axles • Truck Axle Components.

**SALES OFFICE:** Baja, California 245, 1105 Mexico 11, D.F.  
 • Telephone: 64-61-09

**EATON YALE de MEXICO, S.A.**

Avenida 1 y Calle 10, Fracc. Industrial, Toluca, Edo. de Mexico, Mexico • Telephone: 5-60-39 • Telex: 017430

**PRINCIPAL PRODUCTS:** YALE and AUTOMATIC Materials Handling Equipment.

**SALES OFFICE:** Baja, California 245, 1105, Mexico 11, D.F.  
 • Telephone: 64-61-09

**FAWICK de MEXICO, S.A. de C.V.**

Francisco Novoa #105, Mexico 14, D.F., Mexico • Telephone: 17-82-60 AL 64  
 • Telex: Telex Fabri-Mex 017-71-003

**PRINCIPAL PRODUCTS:** Fawick Airflex Division Products.

**HOBOURN-EATON MFG. COMPANY, LTD.**

Strood, Rochester, England •

Telephone: Medway 77733 • Cable: Strood Rochester • Telex: 89104

**PRINCIPAL PRODUCTS:** Rotor and Roll Pumps for Automotive Uses • Electric Shifts for 2-Speed Axles • Anti-Friction Ball Bearing Screws.

**JAPAN FAWICK CO., LTD.**

18 Marunouchi, 2-Chome, Chiyoda-Ku, Tokyo, Japan • Telephone: 213-2611-8

**PRINCIPAL PRODUCTS:** Fawick Airflex Division Products • Electro-Hydraulic Division Products • Flexi-Grip Division Products.

**MANUFACTURAS LOCK S.A.**

Poniente 134 No. 660, Mexico 16, D.F., Mexico

**PRINCIPAL PRODUCTS:** YALE Locks and Builders' Hardware.

**NATIONAL FRICTION PRODUCTS CORPORATION**

1441 Holland Street, P.O. Box 327, Logansport, Indiana 46947 • Telephone:  
 219 753-6391

**PRINCIPAL PRODUCTS:** Brake Linings—Clutch Facings • Other Friction Material Products.

**PRODUCTOS EATON LIVIA S.A.**

S. Bruno, 170, Badalona, Spain • Telephone: 801300 • Teleg. Cordmarch

**PRINCIPAL PRODUCTS:** Poppet Valves • Push Rods • Valve Seat Inserts • Refrigeration Compressors • Milk Processing Equipment • Heavy Duty Valves.

**MANUFACTURING LICENSEES**

Through a network of more than 50 manufacturing licensees, many countries, including New Zealand, India, Sweden, Japan, Jamaica and the Philippines, are supplied with the diversified products of Eaton Yale & Towne.

**INTERNATIONAL SERVICE OPERATIONS****EATON YALE & TOWNE****INTERNATIONAL, INC. (Subsidiary)**

Alpenstrasse 9, Postfach 26, CH-6301 Zug, Switzerland •

Telephone: (042) 21 62 62 • Cable: Eatonyale, Zug • Telex: 7 87 35  
 Promotion and Service of International Sales.

Offices and Representatives Throughout the World.

**EATON YALE & TOWNE CREDIT SA**

(Subsidiary)

Alpenstrasse 9, Postfach 26, CH-6301 Zug, Switzerland •

Telephone: (042) 21 62 62 • Cable: Eatonyale, Zug • Telex: 7 87 35

International Product Financing for Eaton Yale & Towne Dealers, Distributors and Customers.

**EATON YALE & TOWNE****GESELLSCHAFT m.b.H.**

(Subsidiary of Eaton Yale &amp; Towne Credit SA)

Wienerstrasse 53,

A-3002 Purkersdorf, Vienna, Austria

Telephone: (02231) 680 and 689 • Cable: Eatonyale Purkersdorf

Marketing and Service of Materials Handling Products in Austria.

**EATON YALE & TOWNE EUROPA N.V.**

(Subsidiary)

127 Riouwstraat, The Hague

The Netherlands

**EATON YALE & TOWNE****CREDIT CORPORATION (Subsidiary)**

**GENERAL OFFICES:** 100 Erieview Plaza, Cleveland, Ohio 44114 • 216 523-5000

**EATON YALE & TOWNE****TELECOMPUTER CENTER**

35599 Curtis Boulevard, Eastlake, Ohio 44094 • 216 523-5000

**EATON YALE & TOWNE****TELECOMPUTER CENTER**

207-211 The Vale, Acton, London W. 3, England • Telephone: 01-743 1200  
 • Cable: Eatonyale, London W. 3. • Telex: 851-27798

**EATON YALE & TOWNE RESEARCH AND DEVELOPMENT****RESEARCH CENTER**

26201 Northwestern Highway, Southfield, Michigan 48075 •  
 313 444-8000 (Detroit) • 313 353-8800 (Southfield)

**MATERIALS HANDLING ADVANCED ENGINEERING CENTER**

11000 Roosevelt Blvd., Philadelphia, Pa. 19115 • 215 OR 3-1200

**TECHNICAL CENTER**

4160 Mayfield Road, South Euclid, Ohio 44121 •  
 216 523-5000

**HARDWARE DESIGN AND DEVELOPMENT CENTER**

Rye, New York 10580 • Telephone: 914 967-7000



# EATON YALE & TOWNE INC. PRODUCTS AND SERVICES

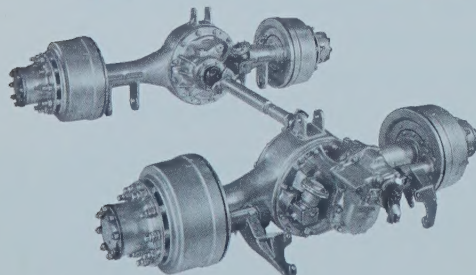
The vast range of Eaton Yale & Towne Products and Services in the following alphabetical listing is backed up by an intensive program of research, development, engineering and manufacturing. To find the Product in which you are interested, simply consult the alphabetical listing, noting the key number or numbers following the

product listing. These key numbers appear on pages 2 through 9 alongside the names, addresses, and phone numbers of Eaton Yale & Towne Divisions or Subsidiaries which manufacture and/or sell the products. For example, "Aerosol Valves," in the alphabetical list, are manufactured and sold by number "49," the Dill Division.

## PRODUCT

## Where Sold

<b>A</b>	KEY NUMBER
<b>Accessories</b> (Lift Truck).....	19, 23, 25, 26, 27
<b>Accessories</b> (Tractor Shovel).....	28, 29, 30, 31, 32
<b>Aerosol Valves</b> .....	49
<b>Adapters</b> (Pulley and Sheave Hubs)	39
<b>Air Brakes</b> (Truck and Trailer)....	3, 5
<b>Air Conditioning Units and Com- ponents</b> (Automotive and Truck)	60, 66
<b>Aircraft Parts and Accessories</b> ....	49, 52, 56
<b>Anchors, Rail</b> .....	7
<b>Anti-Friction Ball Bearing Screws</b>	52
<b>Appliance Controls</b> .....	65, 68, 69, 70
<b>Attachments</b> (Lift Truck).....	19, 23, 25, 26, 27
<b>Attachments</b> (Logging Equipment)	33
<b>Attachments</b> (Tractor Shovel).....	28, 29, 30, 31, 32
<b>Automatic Dispatch Systems</b> ....	20, 24
<b>Automotive Air Conditioning Replacement Parts</b> .....	66
<b>Automotive Locks</b> .....	75, 78, 79
<b>Automotive Safety Devices</b> ....	48, 57
<b>Auxiliary Locks</b> .....	75, 76, 77, 78, 79, 80
<b>Auxiliary Transmissions, Truck</b> .....	4, 7, 14, 16
<b>Axle Shafts</b> .....	1, 2, 3, 8, 9
<b>Axles, Commercial Trailer</b> ....	5, 11
<b>Axles, Industrial Truck</b> (Single and Double Reduction).....	18
<b>Axles, Passenger Car</b> .....	10
<b>Axles, Truck</b> (Front Steering).....	5, 10, 11
<b>Axles, Truck</b> (Single Drive).....	1, 7, 8, 9, 10, 11, 13, 16, 18

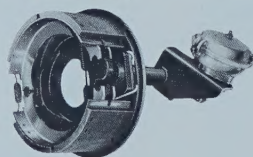


**Axles, Truck**  
(Tandem Drive).....1, 7, 8, 9, 11, 16  
**Axles, Truck** (3 - Axle Drive).... 1

## PRODUCT

## Where Sold

<b>B</b>	KEY NUMBER
<b>Bank Lock Service</b> .....	74
<b>Bank Locks</b> .....	75
<b>Bars, Cold Drawn</b> .....	45
<b>Bars, Portable</b> .....	40, 64
<b>Bars, Torsion</b> .....	53
<b>Bathroom Accessories</b> .....	73
<b>Batteries, Industrial</b> .....	19, 23, 25
<b>Battery Chargers, Industrial</b> .....	19, 23, 25, 27
<b>Bearings</b> (Engine).....	55
<b>Belts, Positive Drive, Variable Speed V and Conventional V</b> .....	39
<b>Beverage Dispensers</b> .....	64
<b>Blanks, Gear and Pinion</b> .....	3, 6, 54
<b>Blocks, Flange and Pillow</b> ....	39
<b>Bolts</b> (Door).....	75, 79, 80
<b>Bonding, Rubber-to-Metal</b> .....	67
<b>Brackets</b> (Hand Rail).....	75



<b>Brake Assemblies, Truck and Trailer</b> .....	3, 5, 7
<b>Brake Cups and Boots</b> .....	67
<b>Brakes, Air and Liquid Cooled</b> .....	35, 38, 39
<b>Brakes, Electromag- netic-Friction</b> .....	35, 38, 39, 40, 41, 43
<b>Brakes, Disc and Pneumatic</b> .....	38, 39, 41, 42
<b>Brakes</b> (Press Application).....	38, 41, 42
<b>Brakes</b> (Spring Engaged, Air Released).....	38, 39, 41, 42
<b>Brakes</b> (Spring Engaged, Magnetically Released).....	38, 39, 41
<b>Brands, Tire</b> .....	49, 56
<b>Builders' Hardware</b> .....	75, 78, 79, 80

## C

## KEY NUMBER

<b>Cabinet Locks</b> (Chest, Cupboard, Desk, Drawer, Showcase and Sliding Door).....	75, 76, 78, 79, 80
<b>Cabinet Locks</b> (File Cabinet, Locker, Combination and Utility)....	75, 78, 79, 80

## PRODUCT

## Where Sold

<b>Camshafts</b> .....	3, 6
<b>Caps, Fuel Tank</b> (For Military Truck and Aircraft).....	53
<b>Caps, Gasoline Tank</b> (Regular and Locking).....	65, 69
<b>Caps, Hub</b> .....	53
<b>Caps and Necks, Fuel Tank</b> ....	53
<b>Caps, Oil Filler</b> .....	65, 69



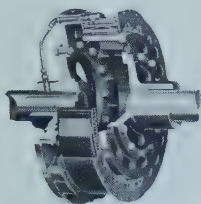
<b>Caps, Pressure Radiator</b> .....	53, 65, 69
<b>Caps, Valve</b> (Tire).....	49, 56
<b>Carbonators, Cooler</b> .....	64
<b>Carriers, Straddle</b> .....	19
<b>Carriers</b> (With Signal Devices)....	21
<b>Casement Fasteners, Latches and Window Operators</b> .....	75, 78, 79
<b>Castings</b> (Engine High Alloy Pre- cision Parts).....	52
<b>Castings, High Alloy</b> .....	57
<b>Castings, Permanent Mold and Shell-Process Gray Iron</b> .....	50
<b>Castings, Gray, Malleable and Ductile Iron</b> .....	12
<b>Cells, Load</b> .....	65
<b>Ceramic Door Knobs</b> .....	73, 74
<b>Ceramic Drawer Pulls, Hardware and Switch Plates</b> .....	73
<b>Chain Guard</b> (Door).....	73
<b>Chassis Parts</b> (Automotive).....	55
<b>Chillers, Commercial and Indus- trial Packaged Liquid</b> .....	64
<b>Chucks, Air</b> .....	49, 56
<b>Clamps</b> (Harness, Tube, Wire Rod and Cable).....	46, 47
<b>Clamps, Hose</b> .....	45, 46, 47
<b>Cleaner, Textile—Automatic In- dexing System</b> (Crane-Mounted)	20, 24
<b>Cleaners, Textile Ceilings</b> .....	20, 24
<b>Cleaners, Textile Lap Trains</b> (Automatic).....	20, 24
<b>Cleaners, Textile Looms, Roving Frames and Spinning Frames</b>	20, 24
<b>Closers</b> (Door).....	71, 75, 76, 78, 79, 80
<b>Clutches, Adjustable Speed</b> ....	35, 39



## PRODUCT

## Where Sold

**Clutches, Electromagnetic-Friction**.....35, 38, 39, 40, 41, 43, 66  
**Clutches, Centrifugal**.....38, 39, 41



**Clutches, Pneumatic**.....38, 39, 41, 42  
**Clutches (Press Application)**.....38, 41, 42  
**Coat Hooks (Metal)**.....75, 78, 79  
**Coat Hooks (Ceramic)**.....72  
**Coils, Solenoid**.....65  
**Cold Headed Parts (Special)**....7, 45  
**Combination Locks**.....75  
**Compressors, Car Air Conditioner**.....66  
**Compressor, Seal Replacement Kits**.....66  
**Controllers, Electronic Tube and Solid-State**.....35, 39  
**Controls, Engine Emission**.....65  
**Controls, Remote**.....4, 14, 16, 18  
**Controls, Road Speed**.....54  
**Controls, Transmission**.....4, 7, 14, 16  
**Controls, Truck**.....55  
**Controls, 2-Speed Axle Shift**....1, 7  
**Controls, 2- and 3-Speed Tandem Axle Shift**.....1, 13  
**Conveyors, Floor Mounted**.....20  
**Conveyors, Laundry**.....20  
**Conveyors, Overhead, Powered & Free**.....20, 21  
**Coolers, Drinking Water**.....64



**Cores and Caps, Tire Valve**....49, 56  
**Counters, Digital**.....35  
**Couplers, Quick Acting (Air, Gas)** 49, 56  
**Couplings, Adjustable Speed**..35, 39  
**Couplings, Automatic Clutch**...39  
**Couplings, Electromagnetic (Friction Type)**.....38, 39, 43  
**Couplings, Flexible**.....38, 41  
**Couplings, Hydraulic**.....35  
**Cranes, (Double Bridge, Gantry Type, Hand Propelled, Jib, Motor Driven, Single Bridge, Stack, Transfer Type)**.....20, 24  
**Cranes, Mobile Gantry**.....19  
**Crankshafts**.....6  
**Crash Restraint Systems and Controls**.....48  
**Cupboard Catches**.....75, 78, 79, 80  
**Cylinder Sleeve Assemblies (Engine)**.....55  
**Cylindrical Locksets**.....75, 80

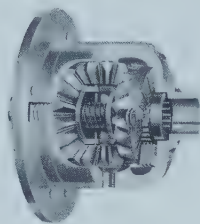
**D** KEY NUMBER

**Deadlatches**.....75, 78, 79, 80

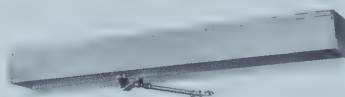
## PRODUCT

## Where Sold

**Deadlocks**.....75, 78, 79, 80  
**Defrosting, Defogging, Heating-Ventilating Systems (For Motor Cars and Trucks)**.....7, 66  
**Descaling Equipment, Surface and Tube (Pneumatic, Vacuum and Electric-Powered)**.....17  
**Desurgers, Hydraulic**.....34  
**Die-Handling Lift Trucks**.....19, 23  
**Diesel-Powered Fork Lift Trucks**.....19, 23, 25, 27  
**Differentials (For Construction Equipment)**.....16



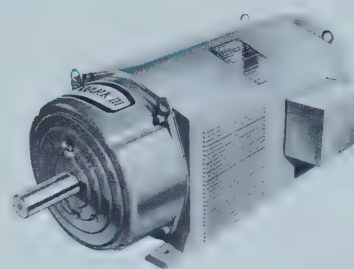
**Differentials, Limited Slip (Automotive)**.....10, 15, 51  
**Digital Counters**.....35  
**Discs, Friction**.....53  
**Dispensers**.....70  
**Dispensers (Beverage)**.....64  
**Dispensers (Clotheswasher and Dishwasher)**.....65, 69  
**Dispensers (Liquid & Powder)**....68  
**Door Bolts**.....75, 78, 79, 80  
**Door Bumpers**.....75  
**Door Closers (Concealed)**.....71, 75, 79, 80  
**Door Closers (Corner)**.....71  
**Door Closers (Floor Hinges)**....76, 80  
**Door Closers (Narrow Projection, Narrow Stiles and Surface Mounted)**.....71, 75, 76, 78, 79, 80  
**Door Controls (Unitized)**.....71  
**Door Holders (Concealed)**.....75  
**Door Holders (Surface)**.....75, 76, 80  
**Door Holders (Electromagnetic)**.....71, 75



**Door Operators (Electric Transom Mounted and Electric Overhead Concealed)**.....71  
**Door Pivots**.....72, 75  
**Door Pulls, Silencers and Stops**.....75, 78, 79  
**Drawer Knobs and Pulls (Ceramic and Melamine)**.....73  
**Drawer Knobs and Pulls (Metal)**.....73, 75, 78  
**Drive Packages (Adjustable Speed, Complete)**.....34, 35, 39  
**Drives, Adjustable Speed (Mechanical)**.....34, 39  
**Drives, Adjustable Frequency**..35

## PRODUCT

## Where Sold



**Drives, Adjustable Speed**.....34, 35, 39  
**Drives, Fan (Automotive)**.....51  
**Drives, Hydrostatic**.....35, 51  
**Drives, Electromagnetic-Friction**.....35, 39, 66  
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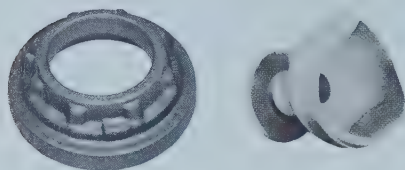
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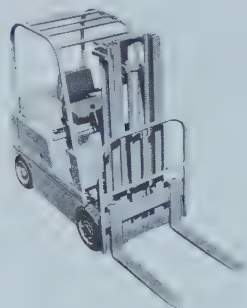
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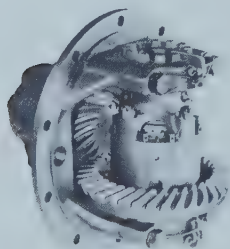


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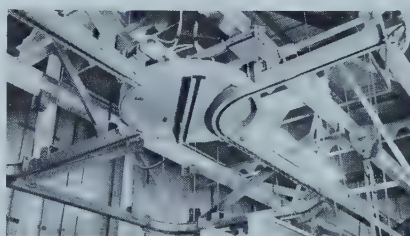


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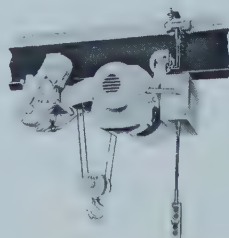
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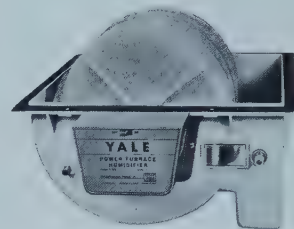


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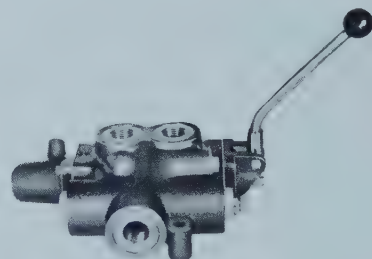
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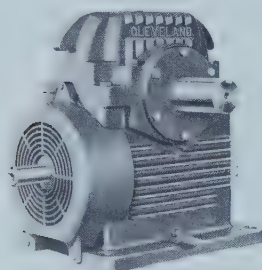


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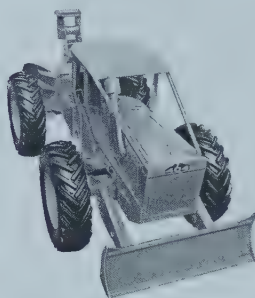
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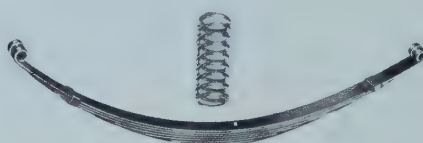


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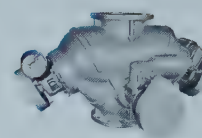
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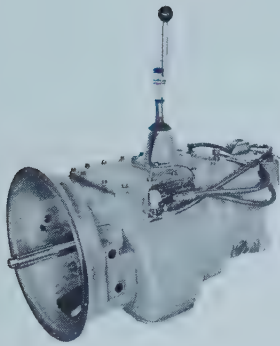
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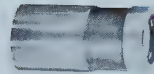


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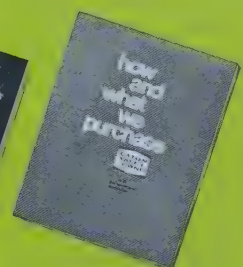
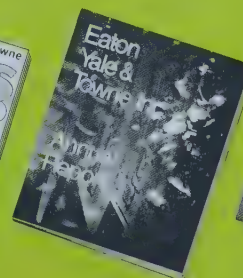
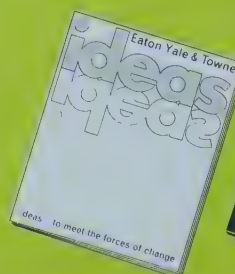
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**ASTROVEYOR**—Automated handling equipment  
**AUTOMATIC**—Powered industrial lift trucks and batteries  
**BLUE STREAK**—Hand operated lift truck  
**CABLE KING**—Heavy-duty power hoist  
**CHALLENGER**—Locks and builders' hardware, door closers  
**CHRONICOTE**—High temperature, corrosion-resistant coating  
**CHRONIWELD**—Internal combustion engine valves  
**CLEVELAND**—Worm gearing and speed reducers  
**CLEVELAND SPEED VARIATOR**—Friction change speed units  
**CONTROL-O-PAK**—Advertising display racks  
**CONTROL WITH DOLE**—Temperature and pressure relief valves  
**CYCL-TORQ**—Electromagnetic-friction clutch-brake coupling  
**DIAMOND, EAGLE AND VALVE DESIGN**—Hydraulic equipment including valves  
**DILL**—Pneumatic tire valves and gauges  
**DILLELECTRIC**—Electric vulcanizing tire and tube repairs  
**DOLE**—Automotive, appliance and plumbing-heating controls  
**DOORTENDER**—Door controllers  
**DOUBLE DIAMOND**—Gears

**DYNAMATIC**—Eddy-current equipment  
**DYNAPHASE**—Controls  
**DYNA-SHEAVE**—Electromagnetic-friction clutch  
**DYNASORBER**—Eddy-current brakes  
**DYNASPEDE**—Eddy-current, adjustable speed drives  
**DYNA-TORQ**—Electromagnetic-friction clutches and brakes  
**EASYFLATE**—Valve caps and valve extension stems  
**EATONITE**—Heat, wear and corrosion-resistant alloy  
**ELECTRO-DRIVE**—Fractional HP D.C. motor and controller  
**FARVAL**—Centralized lubricating systems  
**FAWICK**—Industrial clutches and brakes, shaft couplings and hydraulic valves  
**FC-1**—Solid-state hoist control  
**FULLER**—Truck transmissions  
**GOLF PRIDE**—Golf club grips  
**HELLAN**—Fluid strainers  
**HI-TEMP**—Tire valve components  
**HOLLYMADE**—Locks and builders' hardware  
**HOZ-FAS-NER**—Hose clamps  
**HY-PRESSURE AND HY-REACTION**—Lockwashers  
**HYDRO-HINGE**—Door closers  
**INADOR**—Door closers  
**INDUCTALLOY**—Axle shafts  
**INSTANT-ON**—Coupler and connector  
**JET-SEAL**—Tire repair materials  
**KNO-LINK**—Lockwashers  
**K-WAY**—Beverage dispensers  
**KWIK-VENT**—Pressure radiator caps  
**LANCER, STYLIST, TARTAN**—Automotive air conditioners  
**LOAD-KING**—Hand and electric hoist  
**LOCKTRONIC**—Electric locking devices  
**LOK-SKRU**—Two-part threaded blind rivet

**MAGNA POWER**—Eddy-current couplings  
**MARSHALLMATIC**—Hydrostatic transmission  
**MIDGET-KING**—Electric hoist  
**MULTI-PITCH**—Adjustable pitch sheaves  
**MULTIVAL**—Lubricating system  
**MULTI-V-DRIVE**—Belt driven transmissions  
**MULTI-WEDGE DRIVE**—Belt driven transmissions  
**MUTUATROL**—Electrical control systems for eddy-current transmission devices  
**NORTON**—Door closers  
**ORDER PORTER**—Order picking narrow-aisle straddle truck  
**PERMA-TITE**—Sealing locknut  
**PERSONAL**—Locks  
**PHANTOM DOORMAN**—Electric door operators  
**POMTONGS**—Food handling tongs  
**POP OUT ICE**—Ice trays  
**POWRKING TROLLEY**—Heavy-duty electric hoist trolley  
**PRO-ONLY**—Golf club grips  
**PUL-LIFT**—Mechanical chain hoists  
**QD**—Hubs, sheaves and pulleys  
**QUI-KEY**—Locking devices for sheaves  
**RAIL HUGGER**—Close headroom trolley hoist  
**REED**—Door exit devices  
**ROADRANGER**—Truck transmissions  
**SAFE-CHEK**—Pressure radiator cap  
**SHULER**—Axles and brakes for cranes, trucks, buses, etc.  
**SKYLIFT**—Power-operated lift trucks  
**SPEEDAIRE**—Worm gear reduction units  
**SPEED-NUT**—Fasteners  
**SPRING LOX**—Lockwashers  
**SPRINGTITES**—Lockwashers and screw and lockwasher assemblies

**SURE-CURE**—Tire and tube patches  
**TEMPATROL**—Temperature controlled viscous fan drive  
**TENZ-NUTS**—Internally threaded fastening devices  
**TIMBERJACK**—Skidders  
**TORQATROL**—Torque controlled viscous fan drive  
**TOWNE**—Ceramic and metal decorated hardware  
**TRAC-AIDE**—Limited slip differential  
**TRANDEM**—Vehicle axles  
**TRANSPORTER**—Motorized hand lift trucks  
**TRI-STYLE**—Door closers  
**TROJAN**—Construction and earth-moving machinery  
**TUFFER-BUFFER**—Electric buffers for tires  
**UNI-TROL**—Unitized door controls  
**VARI-DRAULIC**—Hydraulic couplings  
**VARI-TORQ**—Variable pitch self-compensating pulley  
**VELVETRONIC**—Lift truck controls  
**VENTORQUE**—Industrial clutches and brakes  
**VISCO-DRIVE**—Viscous fluid drive coupling  
**WAREHOUSER**—Narrow-aisle straddle truck  
**WIDE BEARING**—Lockwasher  
**WOOD GRIP**—Lockwasher  
**WOOD SPRING**—Lockwasher  
**WORKSAVER**—Motorized hand lift truck  
**YALE**—Locks and builders' hardware, door closers, powered and hand-operated industrial lift trucks, hoisting equipment, batteries and humidifiers  
**ZERO-LASH**—Hydraulic valve lifters



**AR51**

Eaton Yale & Towne

ideas...to meet the forces of change



"Ideas must work through  
the brains and the arms  
of men, or they are  
no better than dreams."  
Ralph Waldo Emerson

SLOTTED



**"If you have an idea  
and do nothing about it today,  
you don't have an idea."**



**E. L. LUDVIGSEN,  
Chairman and Chief  
Executive Officer**

At their inception, ideas always are fragile, easily lost or destroyed. Many people have ideas. A few do something about them.

We at Eaton Yale & Towne recognize these facts. Our hope is that we provide the atmosphere in which fragile ideas may take root and flourish.

To a significant degree, ideas are the province of the young. Doing something about them requires the maturity of experience. The path from the thought to the marketable product is a critical one.

Thus, the environment for idea-making is in part a blend of youth and experience working in a favorable atmosphere. It is what we try to achieve within Eaton Yale & Towne.

How well our "brains and arms" are achieving their objectives is what this book is all about. In these pages, executive management reports on ideas and systems that will better serve customers and the public—ideas that anticipate solutions to coming problems.

Today's ideas are the roots of tomorrow's products and profits. Management has the obligation to encourage ideas wherever they occur.

And, to see that something is done about them today.





**E. M. de WINDT,**  
President and Chief  
Operating Officer

**"Ideas . . . to meet the forces of change"** attempts to give you an insight into our growing Corporation so that you can better define the quality of its philosophy, policies and products.

The spokesmen in this book are Eaton Yale & Towne executives, a blend of talented youth and seasoned experience.

In our decentralized organizational structure, all have heavy responsibility for generating and evaluating ideas and making decisions based on those evaluations.

Their statements cover some of their operating policies, marketing plans and ambitions for the future.



"Most of our ideas become products that move man, materials and energy world-wide." E. M. de WINDT



The world we live in is being developed and redeveloped at an almost unbelievable pace. Eaton Yale & Towne is well structured to play a major role in many vital areas during the exciting period that lies ahead.

Simply stated, this Corporation primarily has the technological know-how and personnel to design, engineer, manufacture and market products to move man, materials and energy world-wide.

In moving man, we have—for more than six decades—pioneered many of the concepts that have helped keep people and goods "on the go." Our products for passenger cars, trucks, trailers, ships, trains and planes cover a vast range. Because of a strong R&D

commitment, we fully expect to expand our contributions to all these transportation markets.

Moving materials is an activity in which we have particular expertise and is one of the few areas in which commerce and industry can still cut non-productive costs. Eaton Yale & Towne early recognized the need for total capability in the area of design, engineering and manufacture of completely automated handling systems. Today, with our "turn-key" concept, we are able to assume total responsibility for providing the broadest range of individually designed automated handling systems "tailored" to the diversified requirements of any industry.

In the movement of energy through industrial power transmission systems, Eaton Yale & Towne literally provides the driving force, controls and equipment that bring the full

effects of the age of automation to a broad range of vital industries, here and abroad. As the age of automation further "explodes," our technological know-how and products will help these industries reduce costs and increase profitability.

Our Corporation also has a growing number of exciting industrial and consumer products, ranging from home appliance controls and beverage dispensers to fasteners and complete security systems.

In all of these fields, our broad technological background, large capital commitments and substantial product demand encourage the continuing development of ideas to meet the forces of change.





## **idea:** Could the cushioning effect of a balloon save lives now lost or broken on highways?

One day, your car may have air cushions that automatically balloon up in front of you and your passengers in the event of a collision.

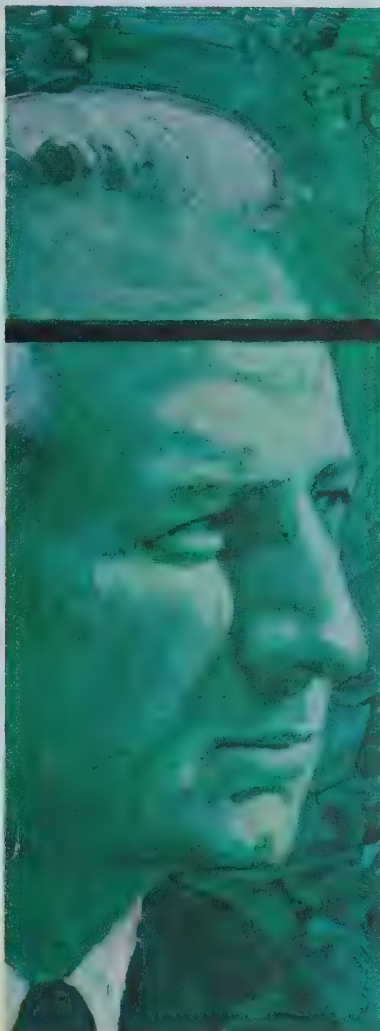
They will absorb your body's forward energy, return you gently to your seated position, then deflate. Everyone in your car is protected. *All in 4/10 of a second.*

This self-activating system will instantly respond to a crash situation before you even have time to think.

In test now, our big-as-life idea has the potential for saving 24,000 lives and avoiding 900,000 injuries in a year.



"Our ideas for moving man add to passenger car safety, comfort and convenience."



**Photos:**  
**1.** Much smog is caused by emission of nitrous oxide from car engines. We're working on a new system to trap it. **2.** Our new ideas in hydrostatic transmissions will help multi-terrain vehicles maneuver easily across country, in snow, on water. **3.** Each year, our latest engine valves, hydraulic valve lifters and tire valves are tested on tough high-speed racing tracks to give you better performance in your next car. **4.** Long uninterrupted miles of turnpike travel will call for new comfort and convenience concepts like our automatic speed control system. **5.** Expansion in our product areas closely parallels the international auto industry estimates of growth.

**H. R. JOHNSON,**  
**Group Vice President**

Eaton Yale & Towne does not merely build parts to the auto-makers' blueprints. Rather, we have grown by selling the passenger car industry our own ideas, and maintaining proprietary rights. This marketing concept requires a full awareness of the forces that cause change in the industry so that we can accurately anticipate its needs.

World-wide, our passenger car products are in two categories —engine components, such as hydraulic valve lifters, engine valves and gears . . . and safety and convenience accessories like limited slip differentials, viscous fan drives, energy absorbing steering columns, air conditioners and automatic road speed controls.

You will be seeing several new Eaton Yale & Towne product ideas in coming model years. We currently are testing our

crash restraint system. We have a new bucket seat design for improved comfort and safety, and have developed a quieter, more efficient constant velocity universal joint. We are actively developing new approaches to solve the problem of air pollution caused by emissions from internal combustion engines.

Along with new and improved products will come new ways of making them. One is our new precision method of forging gears.

In another field, hydrostatics, we have many truly exciting new developments. We offer a complete line of hydrostatic transmissions for garden, farm and industrial tractors and for off-highway vehicles. This infinitely variable-speed transmission is also being used in popular new recreational vehicles and soon will have important industrial machinery applications.





# **idea:** **Get the power to the road no matter how the engine changes**

Fact of life: trucks will be getting bigger, more powerful. You'll be seeing more double bottoms . . . even triple bottoms.

The search is on now for new kinds of engines that will give truck tractors more pulling power, without a corresponding increase in size, weight and fuel cost.

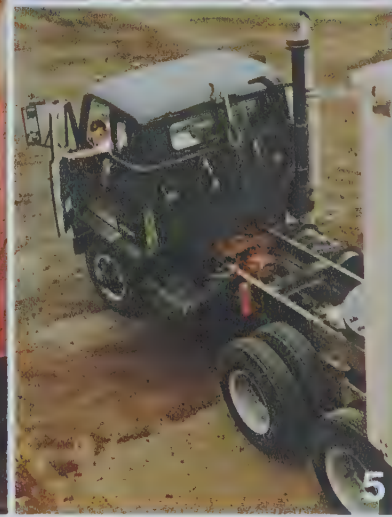
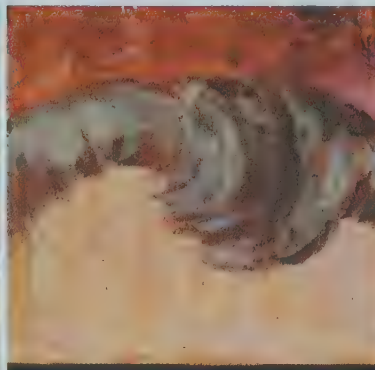
Hi-torque rise diesel engines are already here. Gas turbines are coming fast. Other approaches are responding to the forces that cause change.

Eaton Yale & Towne is responding with them. Our new ideas in gearing, with sophisticated twin countershaft transmissions and rugged, longer wearing multi-speed axles, will efficiently get the power to the road no matter how the engine changes.

And, our ideas for better braking and suspension systems will help larger, more powerful trucks come to faster, safer stops.



"Our ideas in moving goods anticipate the needs of truck and trailer operators and vehicle builders."



"We transmit the power to make trucks go, soak up the power to stop them." That's the Eaton Yale & Towne idea. We put the power to the wheels in several ways—through transmissions, multi-speed drive axles, trailer axles, braking and suspension systems. For on-road and off-road vehicles world-wide.

In our operations, the formula is . . . anticipate and innovate. Anticipate the needs of the vehicle builders and users. Innovate proprietary products which contribute to their success. Become a specialized extension of their power train engineering capability talent. Be ready for the trend to higher horsepower.

And, be alert to the forces that cause change. New highway programs will lead to larger gross vehicle weights and consequently higher horsepower. New handling systems and important developments like hi-torque rise diesel engines and gas turbines will lead to bigger, heavier trucks. Trip times will be reduced.

Larger vehicles will require added emphasis on driver control and highway safety.

Eaton Yale & Towne anticipates these developments with expected technological breakthroughs in major power train components—automatic transmissions, automatically shifting axles, new suspensions, automated controls and control systems, improved brakes and steel forgings. And, we are now perfecting the manufacturing techniques to produce gas turbine engine parts.

**P. W. OLSON,**  
Group Vice President

#### Photos:

**1.** Improved lubrication system developed by our engineers meets the need for longer lasting axles, with a tremendous improvement in gear life. **2.** Our recent innovations in power steering will make heavy-duty trucks easier to control. **3.** The expert driver is vital to our power train system. Our ideas in truck cab air conditioners will help keep him comfortable and alert. **4.** Rugged duty getting more rugged! Our power train components—axles and transmissions that pass the vigorous test of off-highway hauling—will face increasingly heavy demands. **5.** Our new twin countershaft transmission design cuts weight and length and increases truck capacity and payload. It will accommodate new hi-torque rise diesel engine demands.





# idea:

**Speed "hot" fashion items  
from warehouse to stores  
by linking mechanical muscle  
with computer brains**

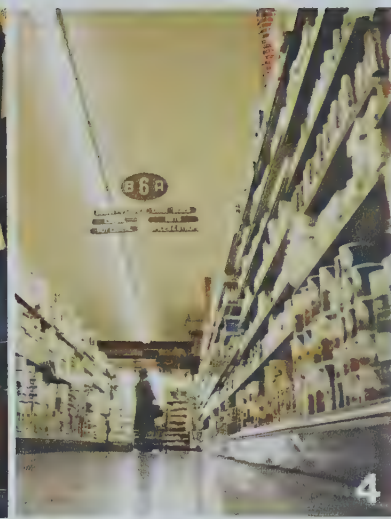
Soon, our automated materials handling equipment will take orders received by a computer directly from multiple sales outlets for a variety of products. Then it will move through the warehouse and select specified merchandise in the desired models, colors, styles, sizes, fabrics . . . for immediate shipment.

Alert marketers will run hot on the heels of every change in fashions or any customer demand . . . for soft goods and hard goods and perishables of all kinds. The faster handling and increased turnover will help to lower distribution costs.

The Eaton Yale & Towne idea is the linking system—the interface technology—that lets computers direct the equipment we furnish for the simplest or most sophisticated handling systems.



“Indoors, one of the big ideas for moving materials is linking computers with automated handling equipment.”



**W. R. EAMES,  
Group Vice President**

New concepts in materials movement are needed to deal with the world-wide problem of more efficient distribution of more goods to more people. Growing population and increasing costs of distribution are forces of change that inspire fresh ideas.

The computer is fast changing many materials handling concepts. By wise forward planning, Eaton Yale & Towne technology has developed the interface, or link, that makes it possible for our automated handling equipment to take orders directly from the computer.

That is why Eaton Yale & Towne is as much involved with control and logic systems as it is with improving its extensive lines of industrial lift trucks,

hoists, overhead and floor conveyors, monorail systems, stacker cranes and retrievers.

We are now creating unique combinations of materials handling equipment that can be tied in with a computer, or with other more standard control systems. Ideas for new types of equipment, including a riderless lift truck, are also being generated. All this equipment can be programmed to take the most direct route to any point in a warehouse matrix.

Our "building blocks" approach on equipment can be tailored to the needs of any kind of business. The degree of sophistication varies with the job —anything from a simple conveyor or lift truck to a complex computer-controlled integrated conveyor-sorter system.

**Photos:**

- 1.** The fight for the most efficient use of space leads to new ideas we have developed for handling equipment that can work in narrow aisles with high stacking. **2.** Our key idea is the interface, or link, that puts the computer into communication with mechanical components. **3.** The expanding needs of the growing population will create new problems in materials handling. **4.** The increasing sophistication and changing tastes of the consumer demand a wider distribution of smaller quantities of goods, presenting unique problems of odd-lot order picking. **5.** Our service no longer is selling hardware. It is selling ideas to solve the widely varied materials handling problems of the end-user.





## **idea:** Help fewer lumberjacks yell "TIMBER!" more often

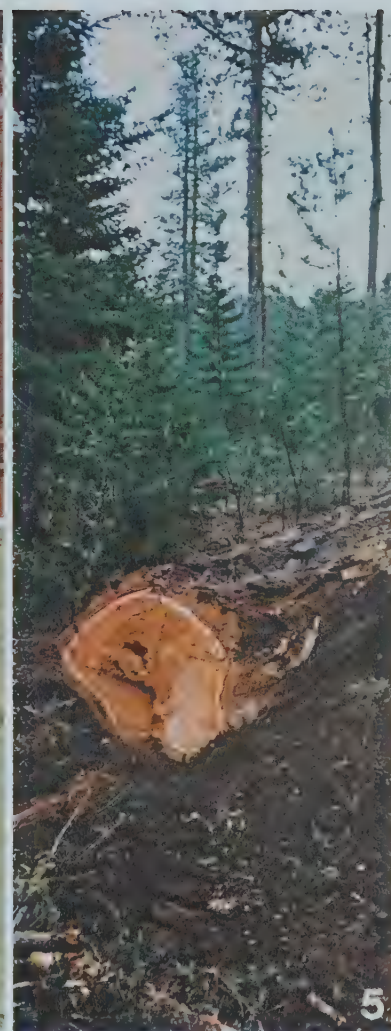
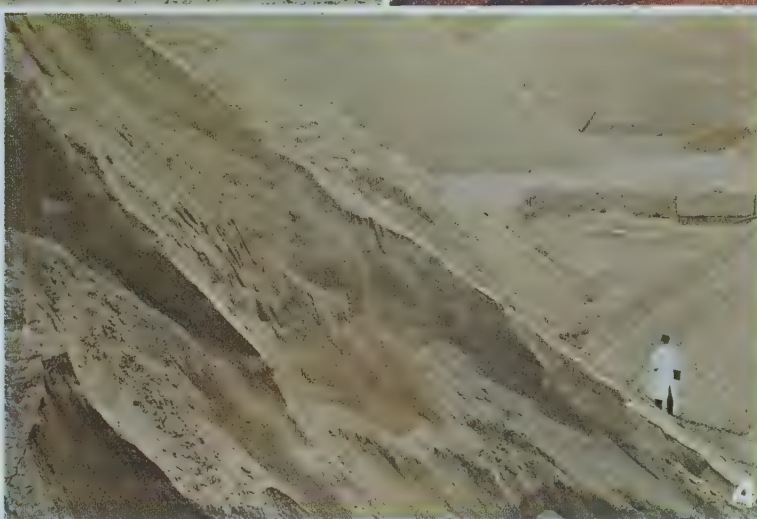
The world needs more and more of the pulp, lumber and cellulose that come from standing trees. But fewer lumberjacks are in the woods to yell "TIMBER!"

Eaton Yale & Towne is helping mechanize the world's logging operations. We have ideas for improved tree harvesting machines that will fell, top and de-limb large trees, cut logs to length and stack them for transport to loading areas.

Sophisticated equipment like this will make each lumberjack more productive! And, even though there may be fewer lumberjacks, their cries of "TIMBER!" will ring through the forests more often.



**"Outdoors, new ideas in materials handling equipment will make fewer people more productive." W. R. EAMES**



#### **Photos:**

**1.** The new houses, the new cities, can come only from the products of the timberlands, mines and mills. Handling requirements will be enormous.

**2.** Mobility of shovel loaders is needed for movement of ores in blending operations in open pit mines. **3.** Electronic load cells make possible our unique load sensing computer that can be programmed to warn of overload on giant cranes. **4.** Bigger, more powerful shovel loaders with our exclusive dual-pivot action will handle greater loads with fewer available people. **5.** Our improved mechanized skidders will let an operator "duck-walk" logs or tree lengths over the toughest terrain, or in deep swamp or snow.

Enormous as the need to move materials within factories, warehouses, stores and buildings may be, it is equalled or exceeded by the gigantic problems of handling materials outside.

Each problem must be viewed in its entirety, together with an understanding of the forces of change. The technology, techniques and equipment so effective in space under roof are not necessarily valid under the open sky.

One force of change is the fact that fewer people seem to want to work out in the weather. Because of this and the growing demands for materials handling, the trend outdoors is to make materials handling equipment more mobile and more powerful so that those who work outside will be more productive.

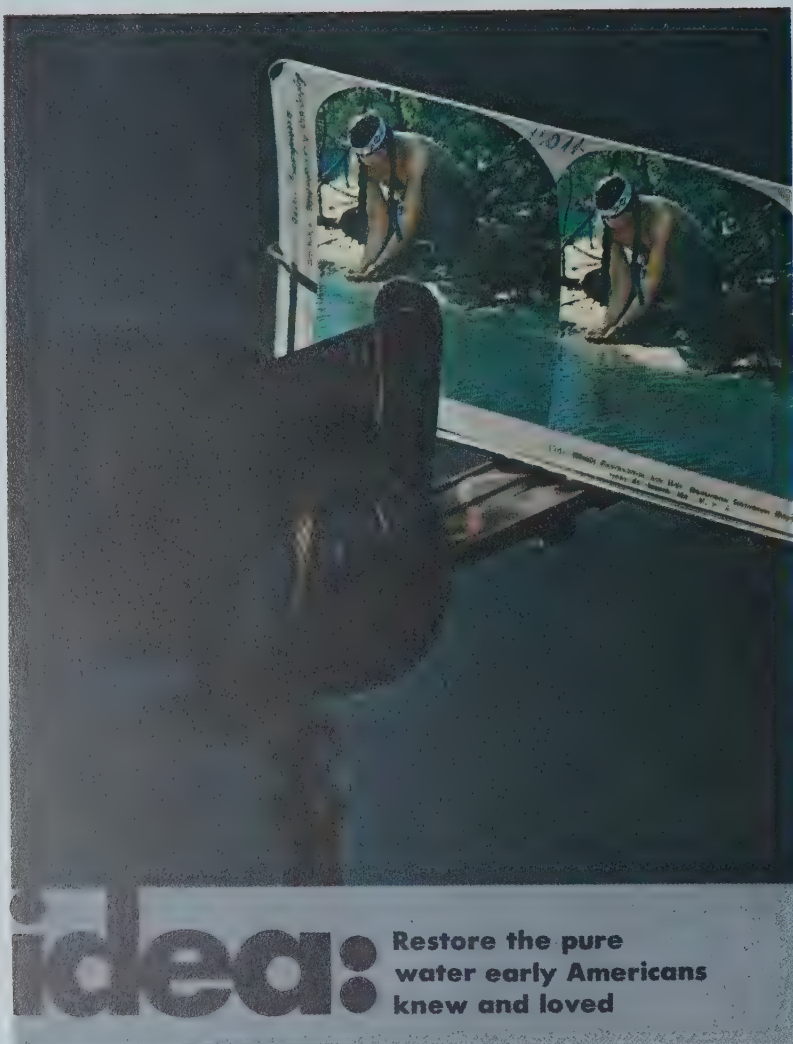
Containerization, with mechanized handling between ships, land vehicles and aircraft, continues with even greater momentum. In our forward plans

are ideas for container handlers that will handle even 60-foot containers with ease. Smaller containers, palletized loads, lumber and the like will be moved by lift trucks.

The need to move bulk materials gets bigger all the time. Eaton Yale & Towne rubber-tired shovel loaders of the future may be called on to handle loads of earth and rock, sand and gravel three times their present maximum capacity. Improved bucket loading operations on these giants will be combined with great mobility for moving from jobsite to jobsite like a truck.

In the forests our mechanized wheeled skidders will be made even more rugged to skid logs and full tree lengths from remote cutting areas to loading points. And, they will have hydraulic-actuated grapples that pick up logs or trees without the use of chains or chokers.





**Restore the pure  
water early Americans  
knew and loved**

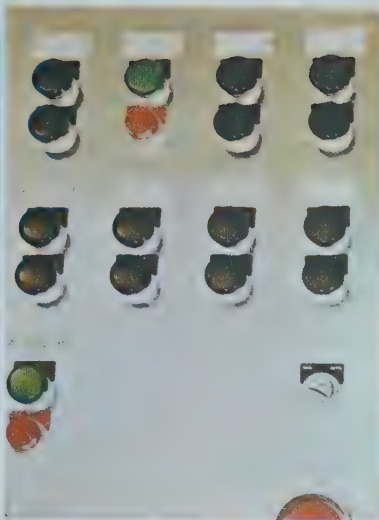
One happy day, America's rivers, streams and lakes may be restored as clean and pure as the cowboys and Indians knew them. If we all start now to activate water conservation and anti-pollution programs.

Specialists will design the complex filtration and purification systems and the sewage disposal and treatment plants needed to help cure pollution. Giant motors and pumps will have to move massive amounts of water.

To Eaton Yale & Towne these specialists will look for ideas and know-how in engineering sophisticated equipment . . . to transmit and control huge inputs of power between the motors and pumps. Precise controls, clutches, couplings, brakes and variable speed drives will be specified to play vital roles in anti-pollution operations.



"Our ideas for moving energy take you from prime mover to useful motion."



You could call Eaton Yale & Towne the "complete power transmission house." We offer complete systems, with single-source engineering and responsibility, or we provide individual components to transmit power from the prime mover—electric motor, gasoline or diesel engine, gas and steam turbine, nuclear device—to the work station.

Most future improvements in the use and control of motion will concentrate in the area of automated processes. Time-saving and moneysaving applications of automated processing equipment are limitless.

The heart of automation is its control system. Our broad range of electronic and fluidic precision controls makes vital contributions to uniformity of product with highest quality standards.

Industry's high capital investment in machinery makes a broad range of adaptability imperative. Here, Eaton Yale & Towne controls make complete production-line synchronization possible. Mechanical and electrical infinitely variable speed drives can run individual machines or complex processing lines at optimum capacity.

The rapid acceptance of gas turbines as prime movers and for total energy systems will require new ideas in gearing, clutching and braking. The smaller "envelope" requires that power transmission systems be scaled down in size, yet be fully capable of handling higher horsepower ratings and faster speeds.

New ideas in ship design are based upon the use of multiple lightweight, medium-speed diesels with power transmission through Eaton Yale & Towne marine clutches and brakes.

In the area of oceanography, we have developed bow-thruster drives that position oil drilling ships precisely over the drill hole.

#### Photos:

**1.** For the booming ski industry, we are developing new ideas in variable speed drives and controls that assure smooth starts and stops on ski lifts. **2.** The heart of automation is its control system. Precise controls are vital to product uniformity and quality standards. **3.** Each new manufacturing complex, each production addition, makes a new market for our power transmission systems. **4.** Latest generation computer paper drives will use our electromagnetic-friction clutches and brakes to start/stop at the rate of 3,000 lines a minute. **5.** Gas turbine power, applied through our marine clutches and brakes, can increase flexibility of ship design, lower its center of gravity and trade engine room size for greater cargo capacity.

**J. V. EAKIN,**  
Vice President





## **idea:** Make canapés from an aerosol can... safe from contamination

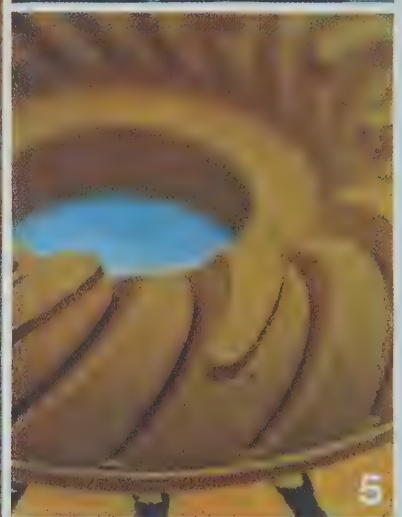
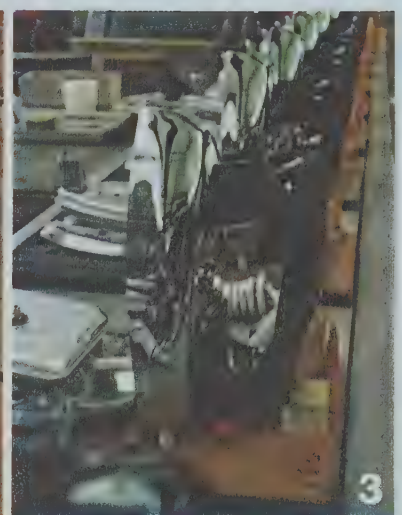
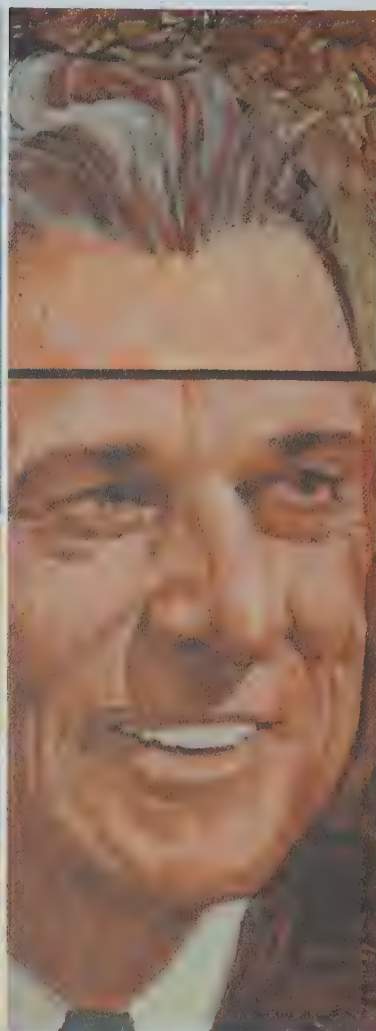
Soon, the ubiquitous aerosol can will be making the party scene, saving time for the hostess. Delicious canapés, toppings, spreads and other goodies will be served at the press of a button.

All because a new aerosol dispensing valve that Eaton Yale & Towne is developing, slips off and on ... for quick and easy cleaning after each use. No trace of food residue is left over to spoil or contaminate!

Our easy-clean valve idea provides a greatly improved way to dispense a wide variety of convenience foods. To say nothing of its possible use on aerosol cans dispensing such varied products as shaving cream, toothpaste, liquid starch, glue, grease, heavy paints and caulking compounds.



"Know-how keeps our ideas on target for a wide range of consumer and industrial products."



**W. A. MATTIE,**  
Group Vice President

**Photos:**

**1.** Our grip that helps the golfer explode out of sand could also give a firmer grip on fishing rods, tennis racquets, or hand tools. **2.** Every car that is modified requires a special gear ratio. We provide it, off-the-shelf. **3.** If one fastener fails, a manufacturer may lose a customer. Our know-how makes dependable fasteners. **4.** Proper humidification developed by our technologists contributes to family winter comfort. **5.** Many manufactured products will be designed around our new permanent mold and shell mold precision castings that are stronger with less weight and save machining costs.

Leisure time and hobby activities, convenience foods, personal comfort—these are markets in which the forces that cause change are unusually strong. For Eaton Yale & Towne, all are immediate opportunities for growth.

Ideas like explosion-safe aerosols and safe-for-food aerosols are on the way because of our know-how in air valve design and manufacture.

Auto enthusiasts offer a growing market. We apply automotive know-how to special gears, rings and pinions for off-the-shelf sale in speed shops. These same shops feature our kits of sophisticated racing car tire valves.

In the home comfort area, we have ideas and the know-how to develop improved central humidification systems for use in both warm air and hydronically heated homes. New concepts in humidity controls are also being explored.

Virtually all consumer products require dependable fasteners for the positive, foolproof assembly that assures customer satisfaction. We offer a unique ability to supply a full line of highly engineered fasteners and to provide on-target solutions to product assembly problems.

The popularity of our golf club grips has made necessary a second plant, which will boast a putting green as a contribution to visitor relations. And, in this plant, our golf grip know-how can be turned to grips for other recreational equipment and hand tools.





## idea: **Hustle more cold drinks to thirsty fans between the halves**

One day, the frantic football fans who scramble for cold drinks at half-time will have reason to smile.

Eaton Yale & Towne has an idea for a refrigerating-circulating system to supply multiple vending stations or coin-operated dispensers from a central source. Fans will get cold 40° carbonated soft drinks or beer many times faster than ever before.

No bottles, no cases will slow down service. Ice could be made automatically available, where desired. Harried concessionaires would keep their cool.

It's a speed-up-service idea that could be applied to all kinds of mass-feeding, fast-food installations. It could help serve the hundreds of passengers on giant jets by supplying multiple galleys from one source. Or, speed service in school lunchrooms, industrial cafeterias and the drive-in movie.

Cheers!



"We are the idea people  
in precision controls."



**Photos:**

**1.** In the works are our ideas for automatic controls that will help bring the comfort of combination heating and cooling to more and more homes. **2.** In tomorrow's home appliance center, our new ideas for control devices will bring even greater safety and convenience to the operation of automatic dishwashers, refrigerators, ranges, clothes washers and dryers. **3.** Whatever the outside weather, our automatic control ideas for year-round temperature control systems can make your car a Shangri-La on wheels! **4.** Our meters will measure crop moisture content, and tell farmers exactly when to harvest. **5.** Soon comes the programmed cow. Our special controls could release an exact amount of feed for each cow's best milk production.

**J. J. GOODWILLIE,  
The Dole Valve Company  
(Subsidiary)**

To a remarkable extent, daily comfort, convenience and safety in your home and in your car depend upon Eaton Yale & Towne automatic precision controls. We design and manufacture advanced fluid and thermal energy controls of all kinds—valves, thermostats, meters, load cells, dispensers—mechanical and electronic.

Through the years our ideas in control devices have made it possible for modern automatic home appliances to take much of the labor and drudgery out of ordinary household chores. And, you'll find our automatic ice cube makers in many new refrigerators.

Homes of the future may well have home beverage centers. Such centers would dispense cold carbonated and non-carbonated beverages, ice water and fruit juices, make ice and provide refrigerated storage.

Your car may be programmed for all-weather comfort and top operating efficiency through our

sophisticated automatic controls for temperature control systems. We are also working on new control ideas for home heating and cooling.

In mass-feeding operations, drugstores and lounges, Eaton Yale & Towne has the capability and the products to develop beverage dispensing systems.

Farmers have the need for greater productivity and profitability with less available labor. Our new ideas for using precision controls technology will help them produce more marketable food.

Electronic load cells provide a unique new control capability for accurate weight measurement. Our applications will range from weight measuring devices on high-speed filling lines to ones that indicate each load on fork lift trucks.





**idea:**

**Detect the intruder before  
he gets to the threshold**

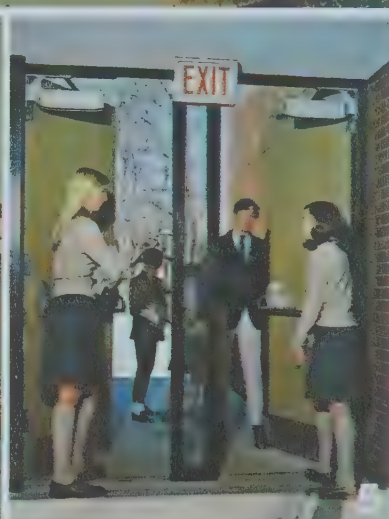
One day, your home may have an "electronic fence" to warn of any attempt at unauthorized entry and to alarm and identify the intruder before he gets to your door or window. You will probably buy it as a packaged system.

Or, your apartment may be equipped with sophisticated sensing devices being developed by Eaton Yale & Towne to detect and prevent illegal entry.

Push-button door locks, locks with replaceable cores and electronic locks will help assure you that "missing" keys never come back to haunt you.



"Our ideas in security systems will help you thwart the ingenious criminal."



**L. J. PANTAS,**  
Group Vice President

Our total problem of security is becoming more sophisticated. Until recently, most people had not concerned themselves with it. But, as public awareness of the new need for security grows, people become more knowledgeable and more demanding.

Effective as it is, the mechanical lock as we know it remains a "strong arm" device. That is why Eaton Yale & Towne works on systems to detect the intruder before he has a chance to cross the threshold. We must think a step ahead of the ingenious criminal.

Detection should include a warning system and means of identifying any person attempting illegal entry. This becomes

increasingly important as more people move into apartments. Communal living poses special problems of entry prevention, warning and identification.

Now that we seem to be in a "Bonnie and Clyde" revival, much can be done to secure banks against holdup and theft. Banks can be made safer, more secure, by applying the latest security technology being developed by Eaton Yale & Towne. Laws are already making security precautions mandatory.

Of all security systems, the door and its operating mechanism are most fundamental. But, doors must also provide entrance and exit where no security problems exist. For simple convenience, the trend is to space-saving automatic sliding doors in public areas. Eaton Yale & Towne provides all types of door operating hardware, including panic exit devices.

**Photos:**

**1.** More and more "cliff dwellers" will face the special security problems of communal living. **2.** The "foot soldier" industrial guard will get added support from our new ideas for electronic equipment and sophisticated sensing devices. **3.** New laws are requiring banks and S&Ls to increase security measures. **4.** More people traveling—with more valuable personal possessions—dramatizes the need for increased security in motels and hotels. **5.** New schools—and other public buildings yet to be built—will need our door hardware that allows panic-free emergency exits.





## **idea:** Sound the fire alarm before your nose knows

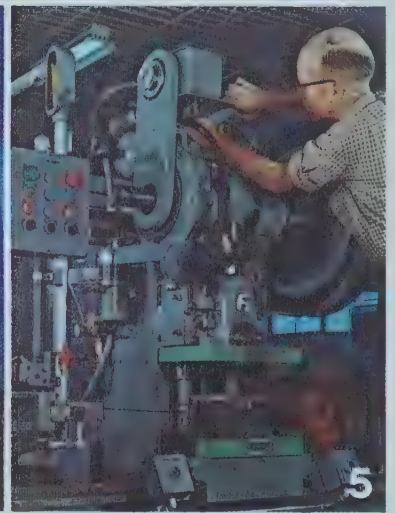
You can't smell or see the invisible gasses present just before a fire starts. Neither can your dog. These products of combustion escape most detection methods.

One day, a new Eaton Yale & Towne detection device may offer near-instant response. It will sample the air and sense molecular changes created as products of combustion begin to form. It will react before smoke, heat and flame appear.

As it sounds the alarm in a home, apartment, school, commercial building or factory, it can be made to alert the fire department. It can also close doors or take other action to confine the upcoming fire to a limited area.



"Ideas come from understanding the forces that cause change."



**Photos:**

- 1.** Taking the technology of today and applying it to an understanding of tomorrow is the key to our practical R&D programs.
- 2.** \$4.7 million expansion program now in progress at our Research Center will enable the staff to accelerate new product investigations vital to long-range corporate progress.
- 3.** Under development is a new electronic device that senses load shifting in trucks, signals a pneumatic system to correct brake balance and maintain truck stability.
- 4.** Ideas are being explored for new oil mist lubricating methods.
- 5.** The Eaton Yale & Towne Technical Center carries out research into new and improved manufacturing machinery, processes and techniques.

**R. G. BROWN,  
Director, Research  
and Development**

It is in change that we see opportunity. Understanding the forces that cause change is the first step in determining promising areas for research, so that we may tailor programs to come out on target.

Itemizing the dynamics of change gives a realistic view of what is likely to happen in a market. As changes become definite, the new products they call for are made available. Ideas have a directed meaning to a definite point in time.

For Eaton Yale & Towne, this concept has a significant effect upon research activities. Research is more than solving obvious problems. The best R&D programs are based upon understanding a problem before it appears, thus achieving vital lead time.

Thoughtful understanding of a market when there is no product creates two unknowns. But,

understanding the forces that cause change allows imagining what the market will be like and, therefore, the product requirements. The two unknowns are brought together with a whole series of converging forces, plus the technological changes to implant in that environment. A sound program is the result of bringing the technological solution along with the market need.

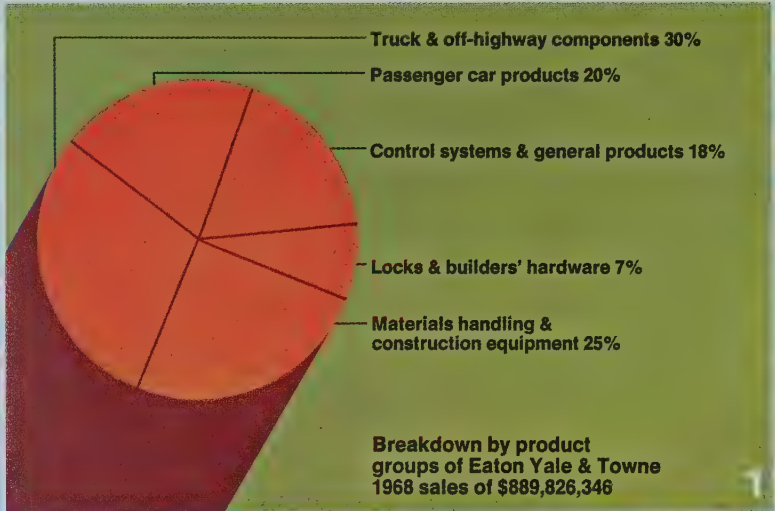
It is equally important to strike the proper balance of engineering, development and research talent. We primarily concentrate engineering at our Divisions and Subsidiaries to serve existing products . . . and assign research to a Central Staff which can concentrate on the forces that cause change.



"Our idea is to make finance add to marketing thrust."



**H. E. RUDY,**  
Vice President and  
Treasurer



In financial planning, Eaton Yale & Towne attempts to provide more than cash flow for operations and best return on invested capital. We hope to add marketing thrust.

The high engineering content which characterizes this Company's products extends their marketing life and earnings span. But the advanced technology essential to providing a flow of new products requires large capital investments on a continuous pattern.

Thus, we have the responsibility of providing the funds needed to fully develop and introduce new products for marketing, as well as the capital for the sophisticated facilities and

equipment to produce them—within the framework of the Company's forward programs and profit objectives.

Our challenge is to be fully aware of technological advances in the Company—those on the drawing boards—so that we can anticipate the financing for new facilities and other marketing requirements. We must ensure the availability of needed future funds while taking advantage of the best current money markets.

An example of the creative use of capital for our marketing growth was the formation of the Eaton Yale & Towne Credit Corporation and other international financing services to provide direct, simplified product financing for distributors and dealers. These services also make it easy for the customer to enjoy the immediate cost-saving use of our capital equipment products.

In our view, creative financing is a major marketing force.

#### Photos:

**1.** This chart depicts the contribution of product groups to the Company's total sales in 1968. Of these sales, 23% or about \$204 million were accounted for by our International operations, where we have approximately 13,000 employees. **2.** In the past four years, we have invested an average of \$37 million annually in increased plant capacity and cost-reduction equipment. **3.** Our investment in Research and Development has increased in each of the past five years, and has nearly doubled in that time. **4.** Our U. S. and International financing services provide convenient purchase/use plans for distributors, dealers and customers.



"People still make the marketing decisions. We have ideas to help them communicate, fast."



**Photos:**  
**1.** Factual information for decision-making is made speedily available world-wide to our management at all levels. **2.** Changes in manufacturing processes or schedules are made when facts indicate such changes are desirable. **3.** Personnel training in the reporting of marketing information is carried on regularly in all Eaton Yale & Towne operations around the world. **4.** The computer forces a discipline. Input information must be precisely prepared and thus tends to be more meaningful.

## F. C. ROBERTS, Vice President and Controller

Eaton Yale & Towne Divisions and Subsidiaries are closely linked with our Telecomputer Centers. This provides a speedy exchange of vital information such as inventory levels, production volume and customer orders, plus the development of timely marketing data.

By putting fast, factual information in front of our people—who are still the ultimate decision makers—sound marketing decisions can be made more quickly.

Good communications and a free exchange of ideas are essential in a highly diversified Corporation like ours where over 41,000 employees in 94 operations, in 13 countries make and market more than 3,500 quality products.

That is why new ideas and refinements in systems and procedures are being generated within Eaton Yale & Towne as rapidly as advances in computer technology.

Effective marketing adheres to a plan having stated goals and objectives. Close adherence to the plan in all phases demands considerable expertise in internal communications.

Our basic market planning tools are one-year and five-year forecasts which spell out operating and growth objectives on a Division-by-Division basis. All forecasts continuously are revised and updated to measure performances against objectives. This enables us to react more quickly to changes in the marketplace.

And, we know from experience that ideas and facts, quickly communicated, pay off in profits.



**"The future belongs to people who come up  
with sound ideas to meet the forces of change."**

To us the future looks bright. And, much of this optimism stems from the fact that Eaton Yale & Towne may well be called a "people company," with strong emphasis being placed on both the personal . . . and personnel . . . sides of our business.

Since the Company's founding, it has been our employees—talented, professional, aggressive, and creative people—who have kept us on the grow.

Among these dedicated employees are more than 2,000 highly skilled engineers, who are well qualified to come up with ideas to meet any challenges the future may hold.

Thus, Eaton Yale & Towne

today is a broadly diversified, multi-national organization with solid plans for growth in the years ahead.

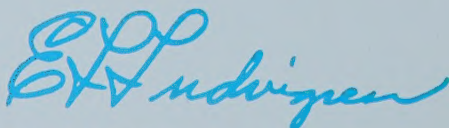
While we serve a wide variety of important markets, there is a common denominator which ties together all our operations. That common denominator is our emphasis upon highly engineered, sophisticated products—most of which are of a proprietary nature.

Whether they be metal, plastic, rubber or any one of a number of new materials, nearly all our products contain a high degree of technology through design and engineering . . . with substantial value added through our unique manufacturing processes.

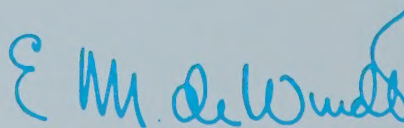
Because of this, new product ideas and concepts and new production methods are especially vital to our continued growth. In a sense, we must be innovators first and manufacturers second.

The ideas that lead to innovation are a positive response to the forces of change that exist all around us. Our task now is to sort out these forces, and apply ourselves to the more meaningful.

As Eaton Yale & Towne moves into the future, we like to think of our Company as an exceptionally powerful instrument of innovation, with the ability to convert ideas into useful products very rapidly.



E. L. LUDVIGSEN,  
Chairman and Chief Executive Officer



E. M. de WINDT,  
President and Chief Operating Officer



"If the ancients left us  
ideas, to our credit be  
it spoken that we are  
building houses for them."  
A. B. Alcott





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